

DA DISTRIBUTION AGE

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MAY 1959



The AASHO Road Test—What It Means to Us

See Page 43

Moto-Truc's "MAGIC CIRCLE"

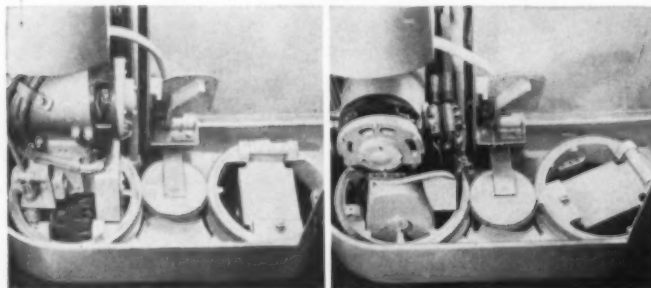
**steering gives you
high stacking stability
...with full 90° turns**

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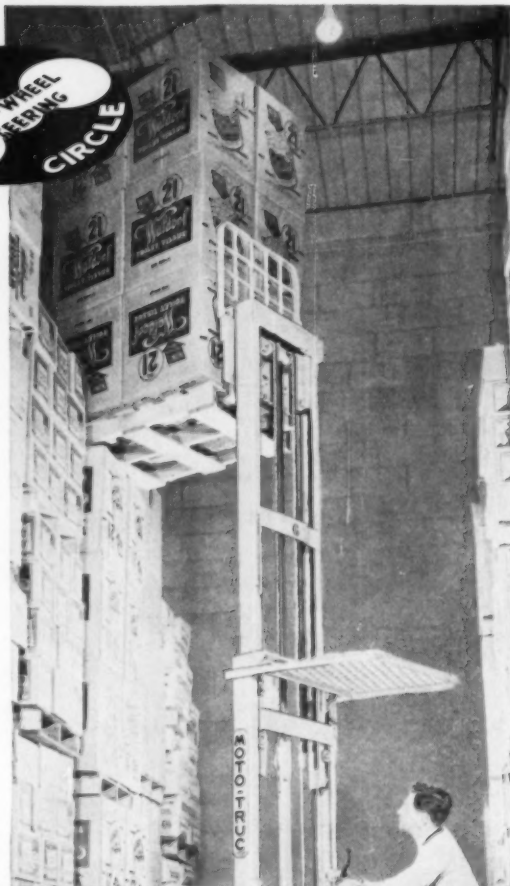
MAGIC CIRCLE steering provides solid four wheel support, plus turns up to 90° either side of center. There are no whipping casters to cause dangerous wobble or bucking...no complex steering linkage to up maintenance or restrict turning...and MAGIC CIRCLE steering assures perfect steering geometry.

This exclusive feature is just one more reason why MOTO-TRUC'S are your most economical materials handling buy.

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Two wheels — one driving, the other free — are equipped with ring gears with an idler between them. By positioning the floating idler off center, the radius point of contact between idler and ring gears is always increasing on one wheel while decreasing on the other. Thus, both wheels must pivot around a common center maintaining perfect steering geometry.



All "ride-A-man" outrigger type Hi-Lift trucks are equipped with the exclusive MAGIC CIRCLE two wheel steering.



Largest Exclusive Manufacturers of "Walkie" and "Small Rider" Type Trucks

The MOTO-TRUC Co.
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Circle No. 1 on Card, Facing Page 51, for more information

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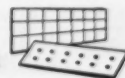
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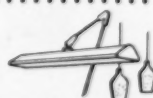
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MAY 1959

1



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MAY 1959

CONTENTS

FEATURES

- Traffic Steps Up Inventory Control** E. E. McLane 41
Ideas for inventory modernization begin with a simplified form for better stock control
- The AASHO Road Test—What It Means to Us** Arthur C. Butler 43
Taxes on trucks, size and weight limits all will be affected by the AASHO Road Test
- A New Look at Lading Damage—Part II** Boris P. Rosanoff 52
Trucks, not subject to coupling collisions, have other forces which produce load shifts
- Mobile Bins Answer Terminal LTL Problem** Vincent Boody 56
A three-man night crew can handle an average of 75,000 lb ltl freight during one shift
- Handling Show, Conference in Cleveland June 9-12** 58
AMHS with SAM and ASME will hold panels covering management, engineering, applications
- AWA Convention Sees Warehouse of Tomorrow** 62
A look at the warehouse of tomorrow was one discussion highlighting the AWA Convention
- Use of Manual Labor in Today's Warehouse** Bruce S. Howard 63
Speaking before the AWA, this leader stressed that training is key to effective operation
- Packaging Progress Projected at AMA** 64
Here are excerpts of papers presented at the recent AMA Packaging Exposition, Conference
- High Spots in Packaging at AMA Exposition** 66
A representative view of industry developments as shown at Packaging Exposition, Chicago
- Turnkey—A New Look in Post Offices** 68
This Providence, R. I., post office will serve more than one city with less hand labor
- Side Shifting Lift Reduces Aisle Space** 70
New lift attachment to be unveiled in June will place pallet loads in racks at 90 deg angle
- Collaborationists Among Today's Executives** Ernest W. Fair 72
Today's executive achieves most of his goals through honest collaboration with key men
- English-Dutch Ideas in New Swiss Cold Store** John Grindrod 74
The Swiss are storing fruit on a large scale basis in this new refrigerated warehouse

DEPARTMENTS

- Chuting the News** 13
- Men in the News** 16
- Letters to the Editor** 26
- On the Line** 33
- Washington DA** 35
- Coming Events** 36
- New Products** 46
- Distribution Aids** 50
- Reader Service Card** 51
- Advertisers' Literature** 51
- Within the Law** 84
- Warehouse Spotlight** 85

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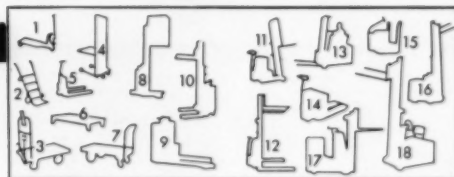




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NEW FROM FRUEHAUF—THE FIRST

THE EXTERIOR YOU WANT



New 1959 Exterior Post and Smooth Panel Aluminum Volume★Vans

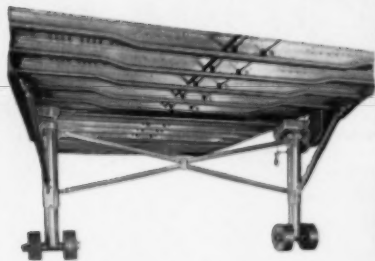


New 1959 Smooth Panel and Exterior Post Steel Volume★Vans

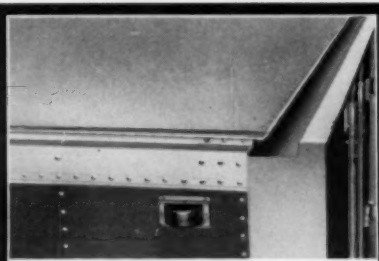
Fruehauf Flexibility In 1959 Gives You The Newest, Lightest Weight, Most Trouble-Free Trailers, Features, And Suspensions In The History Of Professional Hauling!

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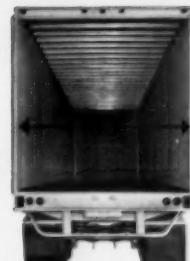
THE COMPONENTS AND WEIGHT YOU CHOOSE



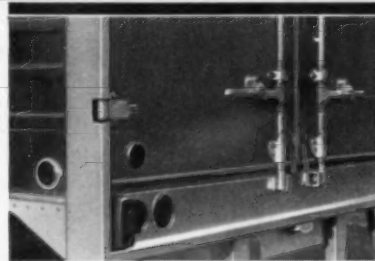
New Lightweight 2-Speed Steel Supports and Low Silhouette Coupler



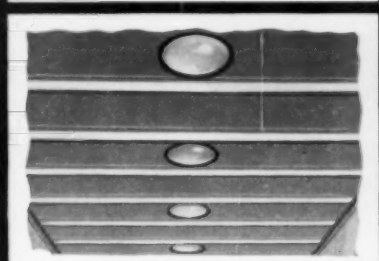
New One-Piece Leakproof All-Aluminum Roof



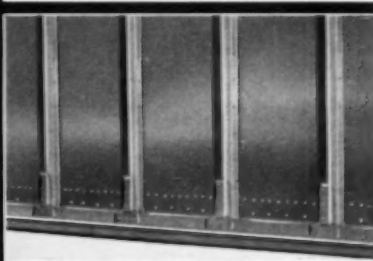
New 93" Wide Rear Door Opening, and 2 1/8" Greater Inside Height



New Steel or Aluminum Door Facings and Protected Door Hardware

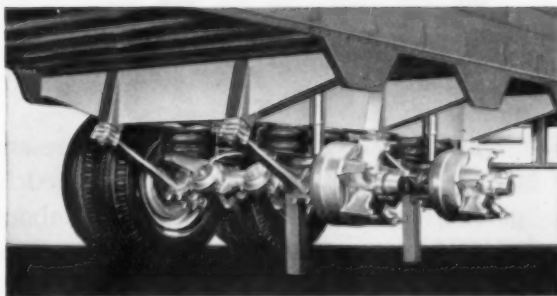


New Steel or Aluminum Roof Bows, Crossmembers, And Structural Posts



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NOW, 800 MORE FREIGHT CARS—

First to design, build and use a hydraulic cushioning device for freight protection, Southern Pacific already has 349 Hydra-Cushion box cars in service, as pictured above. These are 50-foot cars, equipped with interior lading protection devices, and roller bearings. Their outstanding record (a detailed check of over 2,000 shipments showed better than 97% received in good order, 81% in *perfect* order) prompted us to order more of them, and now an additional 800 are on the way. (In addition, the Cotton Belt, an S.P. affiliate, has also ordered 100 Hydra-Cushion box cars, bringing their total to 125.)

These 800 Hydra-Cushion cars represent an investment of more than \$13,000,000 in "perfect shipping!" Each car will cost about \$17,000 in comparison to the average cost of \$9,500 for standard box cars.

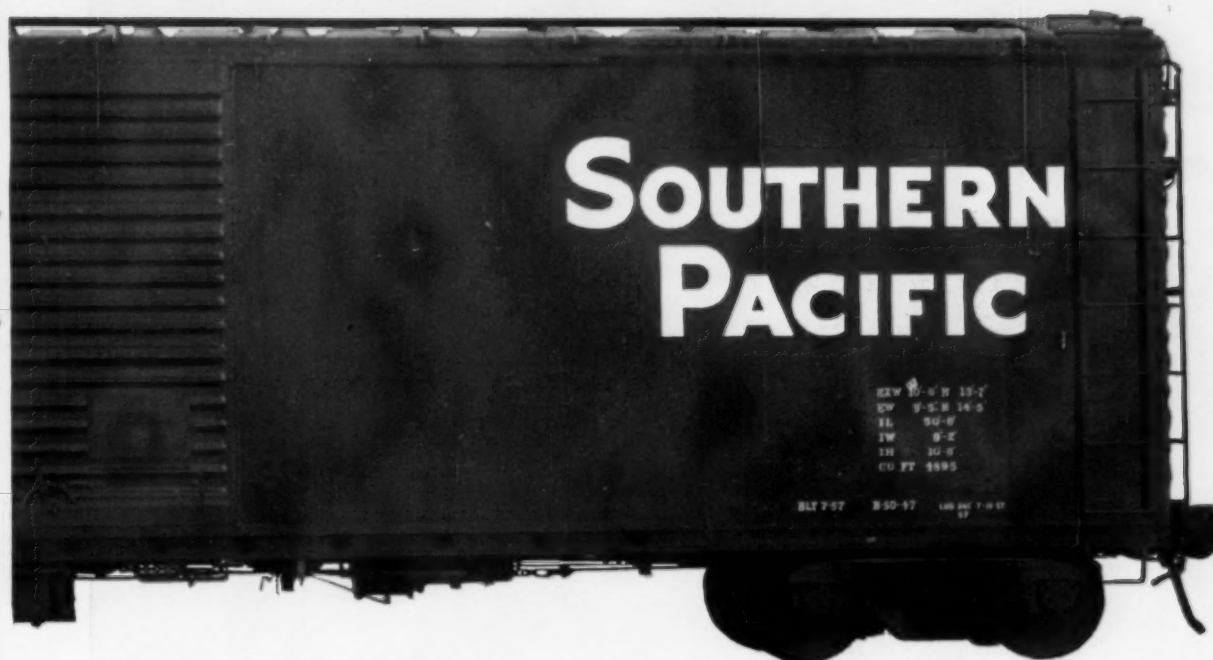
All will be 50-ton capacity, 50½-foot cars with 9-foot wide single doors.

700 will have interior lading protection devices to lock loads and prevent shifting.

100 will have "Compartmentizer" interior protection gates.

All will be insulated for maximum protection from low-temperature damage.

All will be equipped with roller bearings.



HYDRA-CUSHION

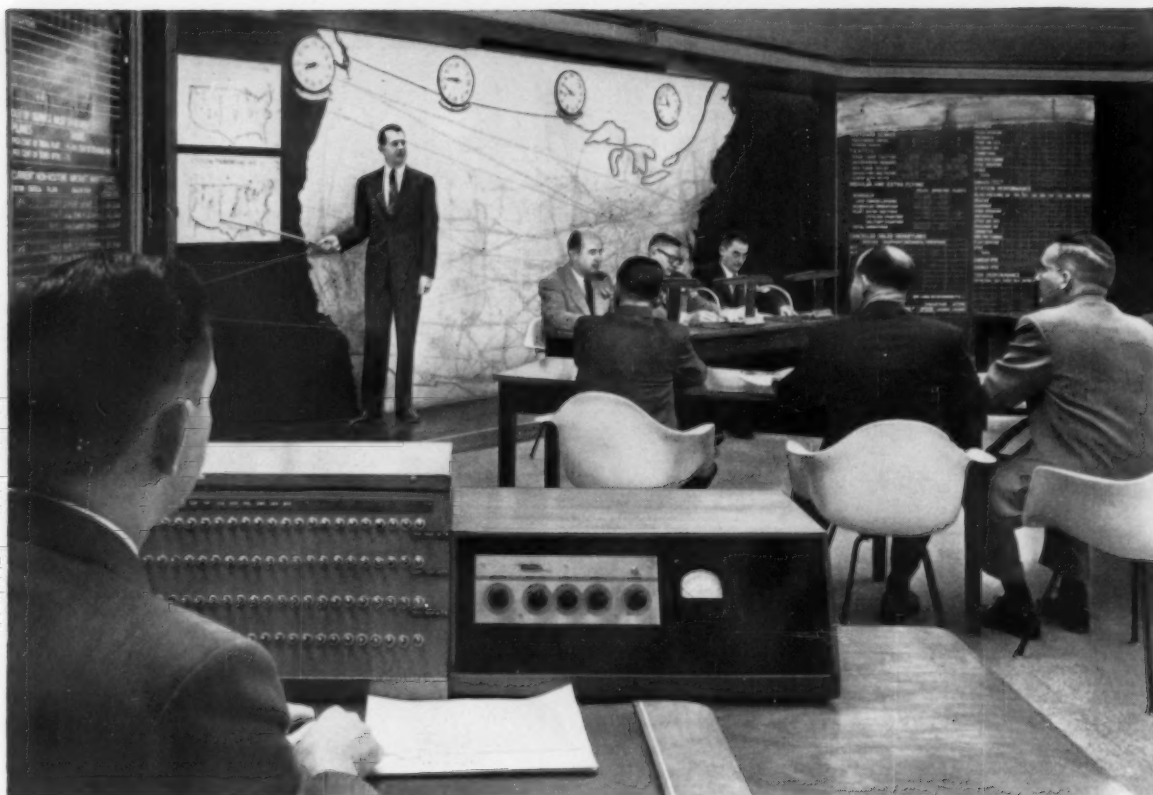
**A TOTAL OF 1,149 IN
SERVICE THIS YEAR**

Southern Pacific's Hydra-Cushion box cars are in interchange service with other railroads and available for use by shippers throughout America. S.P., furthermore, has sold manufacturing rights for the Hydra-Cushion Underframe to the Evans Products Company and Waugh Equipment Company, so that this important advance in freight protection is

available to the railroad industry generally. A detailed check of 2,354 carload shipments of fragile products, such as glass and glassware, appliances and other fragile commodities, showed that Hydra-Cushion delivered 97.8% of the shipments in good order, and 81.4% of the total in *perfect* order!

Southern Pacific

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2000-community service. United serves more major markets than the combination of cities offered by any other line.

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YOU PAY NO MORE FOR EXTRA CARE WHEN YOU SHIP UNITED AIR LINES

CHUTING THE



Labor's Impact on Transport Described at C of C Luncheon

The impact of labor on transportation was described by a panel of specialists at the Transportation Luncheon held in connection with the 47th Annual Meeting of the U. S. Chamber of Commerce.

Panelists were: Perry M. Shoemaker, president, The Delaware, Lackawanna and Western; J. Paul St. Sure, president, Pacific Maritime Association; S. G. Tipton, president, Air Transport Association of America; and Guy Cooper, executive vice president, Cooper-Jarrett, Inc.

—DA—

Chamber of Commerce Backs Conferences in Ocean Shipping

Uniform, stable shipping rates made possible by agreements among ship lines are a major factor in enabling U. S. ships to meet foreign competition.

This is the view presented before a House Merchant Marine and Fisheries Subcommittee by the U. S. Chamber of Commerce. Without such agreements, a spokesman for the Chamber said, our merchant ships could be driven from the seas.

John R. Staley, vice president, The Quaker Oats Co., Chicago, represented the Chamber. He said that the conference rate-making system "keeps competition alive by making it possible for small lines and large lines to work side by side, (giving) more choice and more service to the shipper."

St. Lawrence Seaway Opens to Shipping; Transportation Leaders Study Its Impact

The St. Lawrence Seaway is open. The 1959 Navigation Season for the 600-mile deep-draft waterway—Montreal to Toledo—officially opened on Saturday, April 25.

In the first four days, a total of 124 ships transited the U. S. section of the Seaway. Operations were on a round-the-clock basis. Over an 88-hour stretch, the ships paraded through the locks at Massena on an average of one every 43 minutes.

—DA—

REA Extends Deadline

The Railway Express Agency has extended by three months the period in which railroads may announce their intention to withdraw from the company. The new deadline is July 31. Several offers for purchase of REA, including one from Lehman Brothers, have been received by the agency.

Hoist Mfrs. Assn. Elects



Newly elected officers of the Hoist Mfrs. Assn., Inc., are (front row l. to r.) John S. Jackson, vice president; Milton L. Aitken, president; Carl O. Hedner, director. (Back row, l. to r.) Joe H. Peritz, executive secretary-treasurer; Edward S. Boyer and Edward L. Kauffman, alternate directors

A spirited race took place for the honor of being first cargo ship to lock through in 1959. Humberdoc was in first position clearing Iroquois Lock but was overtaken in the race for the Eisenhower Lock by another Canadian canal, Weyburn.

The first U. S. commercial vessel to transit the Seaway was Santa Regina of the Grace Line.

With the race to the Seaway hardly begun, transportation leaders launched a new series of studies into the effects of the Seaway.

George H. Weiss, director of cargo promotion of Great Lakes Overseas, Inc., at the 14th Annual Cleveland World Trade Conference, discounted threats of rate slashing by eastern railroads.

Another Trade Conference speaker, Henry Kearns, assistant secretary of commerce for international affairs, spoke on "Developing American Markets Through the Seaway."

Thomas E. Stakem, a member of the Federal Maritime Board, spoke before the April meeting of the Export Managers Club of Chicago, Inc. He discussed some of the problems facing ship operators using the seaway then told the managers of some problems they may face in using this service.

(Please Turn Page)

Chuting the News . . .

(Continued from Preceding Page)

Containerization, Integration Center Of Discussion at Spring TOC Meeting

About 350 executives of the trucking industry turned their attention to problems of the present and future at the 11th Annual Spring Meeting of The Operations Council, American Trucking Associations, Inc.

Two of the biggest issues discussed were containerization and integration of transportation.

Vaughn Spalding, container specialist of the Brown Trailer Division of Clark Equipment Co., reviewed the present scope of container sizes. He said that "the use of containers is catching on. Most of the nation's largest haulers are busily involved with research on the use of containers, and most of our largest shipping companies are already or are planning extensive use of containerized cargo."

F. S. Macomber, a partner in the consulting firm of A. T. Kearney and Co., discussed the savings available through use of mobile bins in terminal operations. (See Page 56.)

The competitive situation in the transportation industry and the high cost of labor have made greater cooperation between shippers and motor carriers essential, Frederick G. Freund told the TOC. Freund, executive director of the National Motor Freight Traffic Association, Inc., said that "new and different methods of rate making appear to be the pattern today."

A. Ewing Greene, Sr., vice president-industrial relations, Mason and Dixon Lines, Inc., discussed labor. "National uniformity in (labor) contract conditions

and wages" will become a fact for the trucking industry in the near future, he said.

All segments of the transportation industry are becoming "greatly interdependent," another executive told the members. John L. Howay, president of the Freightways Terminal Co., said that the revolution now taking place in transport "is based upon the sensible precept that each mode of transportation shall contribute to the total movement of goods what it is best suited to give."

During the TOC meeting, winners in the essay contest sponsored by M-H Equipment Co. were announced. All papers were written on the subject, "Our Experience with Four-Wheel Carts."

The first place prize of \$250 was won by Lawrence H. Doty, of Eastern Express, Inc., Terre Haute, Ind. Second prize, \$100, was awarded to Alex J. Zaremba, of Michigan Express, Inc., of Grand Rapids. Third prize of \$50 went to Lee Brandenburg, of Davidson Transfer and Storage Co., Bladensburg, Md.

New Haven Reorganization

A five-way split in the freight traffic organization of the New Haven Railroad was recently announced by Charles E. Ragland, newly appointed vice president-freight traffic. Five new departments—sales, services, rates and divisions, industrial development, and market research—will be created. Each will be headed by a general manager.

Advantages to foreign traders in the use of U. S. Foreign Trade Zones for warehousing, packaging, and processing are outlined in the 20th Annual Report of the Foreign-Trade Zones Board. Copies of the 45-page booklet are available at 25 cents per copy from the Superintendent of Documents, U. S. Government Printing Office, Washington 25, D. C.



LCNC, Specialized Carriers Weigh Regulation at Meeting

The Local Cartage National Conference and the Heavy-Specialized Carriers Conference, meeting recently in Washington, D. C., heard ICC Commissioner Charles Webb.

"To be regulated or not to be regulated? That is the question presented at your convention last year in Atlantic City," he said.

"Since the Commission is not interested in regulation for its own sake, your organizations have some responsibility for showing that a strong need for regulation exists and that such regulation is feasible as a practical matter.

"If you can make a prima facie case, I am confident that the Commission . . . would weigh carefully all the arguments for and against your proposal," Webb said.

"As you continue to weigh the pros and cons of regulation, remember that the impact is never wholly predictable. The benefits may fall short of your expectations. Conversely, the burden of regulation may be lighter than your fear."

Workshop discussion leaders were Dawn Q. Snyder, of Central Union Truck Terminal; W. A. Kortenhuis, of Bilkays Express Co.; and William J. Kennedy, Supreme Express and Transfer Co.



DATA ON CARS—Location of customer's car is available continuously with the Baltimore and Ohio's new selective car reporting system. Left: Teletype passing report mechanism goes into action as cars go through a key yard. In yard office, data are punched on cards. Converted to tape, information is transmitted by teletype to center in Baltimore (above). Incoming tapes (above right) are converted to cards which are duplicated. Right: Cards are sorted by traffic offices, car number. Far right: Reports flow to 58 offices



ICC Examiner Proposes Rule On Return of Containers

ICC Examiner James H. Gaffney has reported favorably on a proposal which would permit motor carriers to return containers free of charge.

The proposed addition covering return of containers and other shipping devices would read:

"All certificates and permits issued to motor carriers are interpreted as authorizing the return transportation of boxes, crates, cases, barrels, drums, baskets, hampers, cans, bottles, hangers, sacks, cones, spools, skids, pallets, blocks, bracing, and other containers, dunnage, and incidental shipping devices from the destination to the origin of a commodity or commodities transported by a motor carrier under a certificate or permit provided the containers or other shipping devices were used in the outbound transportation of the commodity or commodities by the motor carrier."

Piggy-back traffic made substantial gains in 1958, with total loadings for the year reaching 276,767 cars, 11 per cent over the previous year.

National Transportation Week to Be Marked By Local Clubs and National Organizations

The 1959 observance of National Transportation Week will be held May 10-16.

Observances planned by a large number of local traffic and transportation organizations will be backed up by a record number of national observances. The national publicity pictures will include wide recognition of the Week in publications, on television, and on radio.

The objective of National Transportation Week is to make every individual completely aware of his total dependence upon transportation for his present mode of life.

The observance is under sponsorship of the Associated Traffic Clubs of America.

Quesada Gives Lecture

Economic benefits derived from airway modernization must be estimated and compared to the costs of providing the service. This was the view of Lt. Gen. Elwood R. Quesada (USAF-Ret.), administrator of the Federal Aviation Agency. In the 11th Annual Harry E. Salzberg Memorial Lecture at Syracuse University, Quesada said that the FAA is trying to apply good "merchandising planning" in its airway modernization program.

ATA Claim Expert Dies

John M. Miller, 45, chief of the Freight Claim Section of the American Trucking Associations, Inc., and executive secretary of the ATA National Freight Claim Council, died April 24 at Bethesda, Md. A resident of Silver Spring, Md., Mr. Miller was the author of three widely used transportation and law books.

(Please Turn to Page 22)

Men in the News

Traffic—

Joseph Mumbower—promoted to assistant divisional transportation manager, Owens-Illinois, Glass Container Div., Toledo, Ohio.

J. P. Thompson—appointed assistant general traffic manager, Gaylord Container Corp., St. Louis, Mo.

Henry A. Fahl—new registrar and assistant secretary-treasurer, American Society of Traffic and Transportation.

T. G. Stover—assumes responsibility of traffic activities, General Cable Corp., New York, N. Y.; **George Pasch**—named assistant general traffic manager.

Col. J. R. Messersmith—named regional director, Military Traffic Management Agency Central Traffic Region, headquarters in St. Louis, Mo.; **Col. Charles H. Lambach**, USAF—regional director, headquarters in Pittsburgh, Pa.

J. P. Cassman—appointed general traffic manager; **H. W. Kohler**—manager-Operating Div., United States Rubber Co., New York.

Transportation—Air

Willis G. Lipscomb—made "Air Cargo Man of the Year" by Air Freight Forwarders Assn.

Richard H. Johns—named marketing manager-industrial products, Autonetics, Downey, Calif.

—Highway

William M. Wilkinson—elected secretary, National Safe Transit Committee, Inc., Washington, D. C.

E. L. Matheson—made Michigan director, Car and Truck Renting and Leasing Assn., Detroit.

Jess K. Burten—named vice president-sales; **G. G. Heller**—vice president-traffic, Branch Motor Express Co., Brooklyn, N. Y.

Alfred J. Lien—named general manager, Union Pacific Motor Freight Co., Omaha, Neb.

J. A. Marriott—named Midwest Region claim prevention supervisor, Pacific Intermountain Express, Oakland, Calif.

Harvey McDonald—is the new manager, Northwest Detroit branch terminal, Ryder Truck Rental, Inc., Detroit.

John J. Baker—appointed general sales manager, Fruehauf Trailer Co., Detroit.

Fred E. Day, Jr.—new general manager, Refrigerated Div., Ringsby Truck Lines, Inc., Denver, Colo.

A. A. Kearney—named director-sales; **R. Gordon Thorpe**—general sales manager; and **R. A. MacLachlan**—general manager-branch operations

for Brown Trailer Div., Clark Equipment Co.

A. F. Mathews—elected chairman, National Motor Freight Traffic Assn., Inc., Washington, D. C.

Oscar M. Hendrickson—elected president, Pacific Northwest Shipper-Motor Carrier Conference for 1959.

Robert C. Mahoney—appointed terminal manager, Liftschultz Fast Freight, New York.

C. E. P. Smith—named transportation analyst-Container Div., Fruehauf Trailer Co., Detroit, Mich.; **Harry E. Foulkrod**—executive vice president.

Lee A. Hyde—new assistant to president, Ryder System, Inc., Miami, Fla.

W. E. Callahan—assistant to the president, Motor Truck Div., International Harvester Co., Chicago, Ill.

C. M. Rolison—named vice president operations, Texas-Arizona Motor Freight, Inc., El Paso, Texas.

Gilbert W. Campbell—manager-Oklahoma City Terminal; **William Robison**—manager-Wichita Terminal; **William D. Mark**—manager Duncan Terminal of Yellow Transit Freight Lines, Inc., Kansas City, Mo.

Robert W. Minor—made chairman of the newly-formed Domestic Carrier Committee, Commerce and Industry Assn. of New York, Inc.

Roy H. Smith—assistant general traffic manager, Pillsbury Co., has been appointed freight traffic manager-rates, Soo Line.

Julius Epstein—named vice president - financial consultant (shown); **J. Robert McGlothlin**—operations manager - Indianapolis terminal;

Frank Fahey—general manager-special commodities, Spector Freight System, Inc., Chicago, Ill.

John E. Allen—appointed general counsel, Great Southern Trucking Co., Jacksonville, Fla.

James F. Pinkney—joins Ryder System, Inc., Miami, Fla., as vice president-law.

Frank B. Place, Jr.—promoted to terminal manager—Dallas, Texas, Consolidated Forwarding Co.

E. E. Schmidt—appointed branch manager, Jones Truck Lines, Inc., Springdale, Ark.

D. W. Long—named branch manager, Fresno, Calif., Pacific Intermountain Express.

William H. Kendall—elected president, Louisville and Nashville Railroad.

Ernest K. Bloss—appointed di-

—Rail

William H. Kendall—elected president, Louisville and Nashville Railroad.

Ernest K. Bloss—appointed di-

rector-research and development, Boston and Maine Railroad.

Emil Seerup—new general manager, Air Express Div., Railway Express Agency, New York.

Edwin A. Spearing—appointed director of investigation, Canadian National Railways.

—Water

S. Sloan Colt—elected chairman of The Port of New York Authority.

Lawrence L. Whiteneck—made administrative engineer, Los Angeles Harbor Dept.

Philip F. Busby—named executive vice president and general manager, Pan-Atlantic Steamship Corp., Port Newark, N. J.

Alvin D. Osbourne—elected vice president-operations, Union Barge Line Corp., Pittsburgh, Pa.



David A. Wright—president, National Marine Service, Inc., elected chairman of the Board, The American Waterways Operators, Inc., Washington; **Paul W. Light**—Columbia-Snake River, Inland Navigation, and Upper Columbia River Towing Cos., elected AWO director-Pacific Northwest Region 6; **J. Frank Belford, Jr.**—executive vice president, Seaboard Shipping Corp., elected vice president and member of the Board.

John A. Barthrop—named president, Hawaiian Marine Freightways.

Daniel D. Chabris—in the new position of assistant manager, Great Lakes Operations, Grace Line, New York.

Clifton D. West—appointed treasurer, Hawaiian Marine Freightways, Inc., Menlo Park, Calif.

Materials Handling

J. M. Olesen—elected executive vice president, Lyon Metal Products, Inc., Aurora, Ill.

Galen Miller—elected executive vice president, Towmotor Corp., Cleveland, Ohio.



James B. Carpenter—elected vice president, Cleveland World Trade Assn.

Gilbert W. Chapman—president, The Yale and Towne Mfg. Co., to deliver principal address at Roanoke College, receive honorary doctor of law degree.



Put this truck to work . . . without buying it!

For many companies, even the savings resulting from the use of the *right* equipment is overshadowed by the capital investment necessary. The logical answer, in such a case, is to lease.

Without tying up a cent of working capital, the Clark Lease Plan permits you to select materials handling equipment from the world's *most* complete line. No down-payment or outside financing is necessary, and you have the added advantage of dealing directly with your local Clark dealer.

The savings the equipment brings are usually greater than the leasing rate. In fact, most users of the Lease Plan find the cost-cutting factors of using modern handling equipment *far outweigh* the modest monthly rates. For a detailed brochure giving full particulars of the Clark Lease Plan, simply write: Leasing, Clark Equipment Co., Battle Creek, Michigan.

CLARK®
EQUIPMENT



*If they're
out of the way
—and need it
right away...*

SHIP BY
GREYHOUND®
PACKAGE EXPRESS

**IT'S THERE IN HOURS...
AND COSTS YOU LESS!**

**24 HOUR SERVICE...7 DAYS A WEEK...
HOLIDAYS TOO!**

Your packages go anywhere Greyhound goes...and Greyhound goes over a million miles a day! That means faster, more direct service to more areas, including many places not reached by other public transportation.

Packages get the same care as Greyhound passengers...riding on dependable Greyhound buses on their regular runs. And you can send C.O.D., Collect, Prepaid—or open a Charge Account.

Call your nearest Greyhound bus station or write to Greyhound, Dept. E5, 5600 Jarvis Ave., Chicago, Ill.



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WEST CHEMICAL PRODUCTS INC.
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NATIONAL BISCUIT COMPANY
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NEW YORK 22, N.Y.

NOW LET THIS FAST, NEW RAIL-HIGHWAY SERVICE DO THE SAME FOR YOU!

"We are enthusiastic and regular Flexi-Van users.
Our shipping requirements demand such fast service."
NATIONAL BISCUIT COMPANY

"Trailers are delivered on schedule and check out perfectly without indication of shifting or damage."
B.T. BABBITT, INC.

"...a definite help to us in our distribution."
THE GLIDDEN COMPANY

"...the best service ever experienced via any surface transportation. Unloading costs have been reduced."
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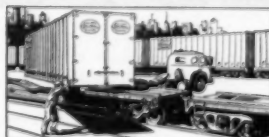
"Fast Flexi-Van transit time, consistently maintained, enables us to plan inventory and production more carefully."
WEST CHEMICAL PRODUCTS

Flexi-Van's ability to drive direct to your loading platform, coupled with its high-speed schedules, puts your plant right on the main line! Vans are 20% bigger than ordinary piggy-back, but minimum weights and rates are competitive with other shipping methods.

Flexi-Van connects 22 major markets on the New York Central—and markets on the Burlington, Milwaukee and Santa Fe Railroads all the way to the West Coast. For further information, write: R. L. Milbourne, N. Y. Central Railroad, 466 Lexington Ave., New York 17, N. Y.



Your freight is loaded, locked in under your supervision. Driver helps.



Van boards fast freight at trackside. Transfer time—about 4 minutes.



Shipment rides low, well-cushioned on high-speed, roller-bearing cars.



Beats truck schedules on long hauls. Two pick-ups or three deliveries.

New York Central Railroad

Available **NOW** for the **FIRST TIME**



STANDARD SIZE PALMER-SHILE Adjustable STORAGE RACKS

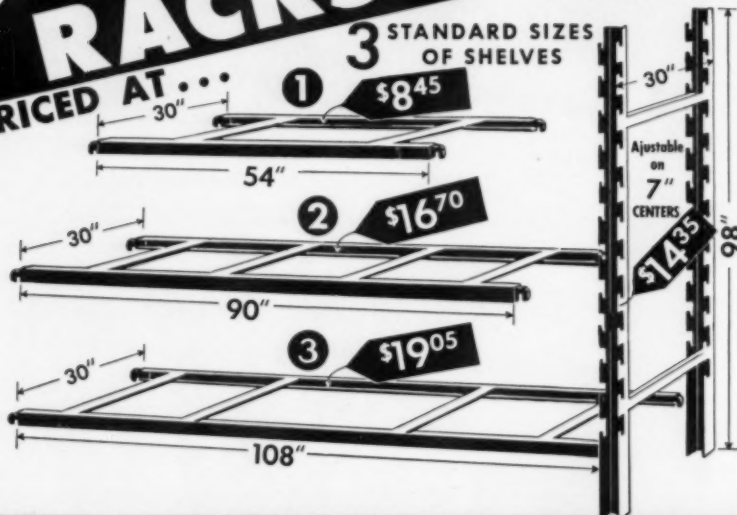
SERIES 60
Pat. App. For

1 STANDARD SIZE PANEL

3 STANDARD SIZES OF SHELVES

PRICED AT...

★
CAPACITY
5000 lbs.
per shelf
★



★ **IMMEDIATE DELIVERY FROM STOCK** ★



Here are the three different sizes of standard shelving, adjusted to various storage openings. Note flush top of racks joined at the right.

Why wait when you have storage problems that require fast action to save you time and money? Order Palmer-Shile new low cost P-S 60 Series standard racks. Shipment will be made to you from stock immediately after your order is received.

These new standard racks can be used for almost any plant or warehouse application, to store any kind of materials or merchandise up to capacities which cover usual storage needs.

P-S 60 racks are available in four pieces: A. The standard vertical panel, 98" high, 30" deep, 2 1/2" wide with shelves adjustable on 7" centers. B. Standard shelving of three different lengths, 54", 90" and 108", each 30" deep, to choose from to fit your specific storage requirements. Top shelf can be flush for use along entire rack surface to store items of various dimensions.

P-S standard racks can be set up by hand within a few minutes. There are no small pieces and no bolting or welding is required. You simply set up vertical panels, then snap in the adjustable shelves, for rigid, no-sway support. It's just as easy as that!

Racks are of sturdy channel steel construction for use with pallets, skids, boxes, or barrels. They can also be custom built to your specifications.



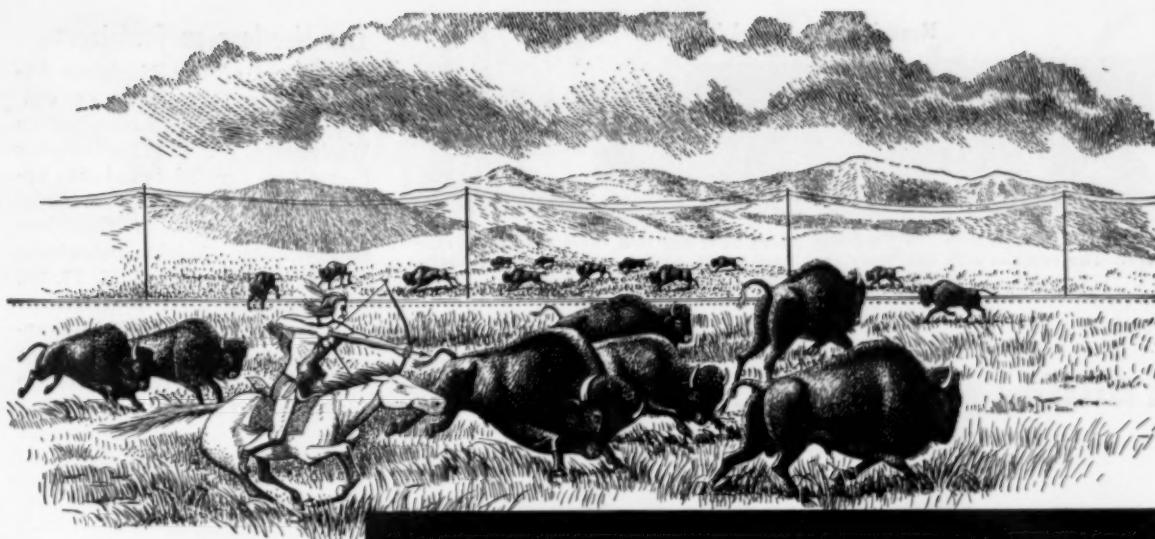
144 Old Colony Ave., BOSTON 27, Mass. Andrew 8-3634 • 1209 Burlingame Ave., BURLINGAME, Calif. Dismond 2-0823 • 15 South Austin Blvd., CHICAGO 44, Ill. Aukstin 7-8599 • 1400 Ruth Drive, DENVER, Colo. Atlas 7-8255 • 580 East 200th Street, EUCLID, Ohio, IVanhoe 6-3150 • 202 Genesee Bank Bldg., FLINT, Michigan, Cedar 6-6881 • 2609 S. Broadway, FORT WAYNE, Indiana, Kenmore 5408 • 1234 No. Capital Ave., INDIANAPOLIS 2, Indiana, Melrose 5-2587 • 6440 Fleet St., LOS ANGELES 22, Calif. RAYmond 3-3732 • 647 W. Virginia St., MILWAUKEE 4, Wis., Broadway 1-9860 • 5107 Columbia Ave., ST. LOUIS 9, Mo. PRespect 1-1474 • 199 Main St., WHITE PLAINS, N. Y., White Plains 6-1354.

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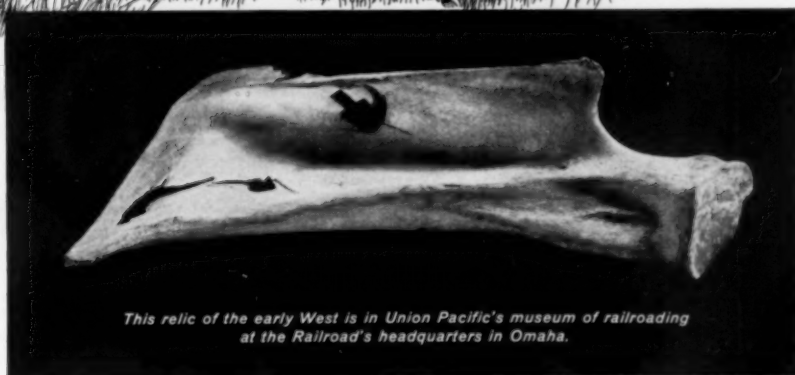
Palmer-Shile Co.

16054 FULLERTON AVE., DETROIT 27, MICH.
Export Division — 75 West Street, New York 6, N. Y.

Circle No. 6 on Card, Facing Page 51



Buffalo meat



This relic of the early West is in Union Pacific's museum of railroading at the Railroad's headquarters in Omaha.

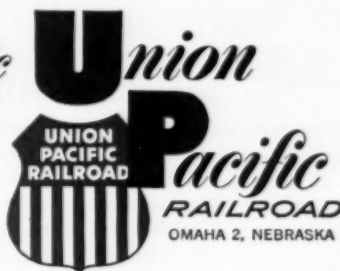
Bleached almost white by the sun, this shoulder bone of a buffalo tells its own story of the past. Still pierced by the head of an Indian hunting arrow, it speaks of the problems of fresh meat before Union Pacific opened the West, to shipping of livestock and meat products.

Feeding a population is easier now than when this arrowhead was shot into the shoulder of a buffalo. Now, fresh meat is brought on the hoof, or under refrigeration, into marketing and processing centers by Union Pacific.

Whenever you ship in or through the West, remember Union Pacific is the most experienced in the West—knows and serves the West best.



*be specific
...ship*



Restyled Vans and Trailers



Burnham Van Service and Ford Van Lines have restyled their vans and trailers. The vehicles now are being repainted white with a crimson rocket shape extending two-thirds of the length.

Chuting the News . . .

(Continued from Page 15)

Committee Chairmanships Announced By Materials Handling Institute

Announcement of the committee chairmanships of the Material Handling Institute, Inc., was made recently. The committees and the men who will head them are as follows:

Conveyor Section, E. W. McCaul, vice president, Jervis B. Webb Co.

Corrugated Metal Section, H. L. Powell, vice president, The Powell Pressed Steel Co.

Electrical Accessories Section, J. A. Mustard, Jr., general sales manager, Storage Battery Div., Thomas A. Edison Industries.

Electric Hoist Section, S. F. Armington, Jr., product development engineer, The Euclid Crane and Hoist Co.

Floor Truck and Industrial Trailer Section, A. M. Barrett, Jr., president, Barrett-Cravens Co.

Hand Lift Truck Section, Howard M. Palmer, vice president and general manager, Lewis-Shepard Products, Inc.

Electric Industrial Truck Section, Clyde Dean, general sales manager, The Yale and Towne Mfg. Co.

Gas Industrial Truck Section, R. H. Davies, vice president, Clark Equipment Co.

Industrial Metal Container Section, R. H. Lohman, sales manager, Cargotainer Div., Tri-State Engineering.

Mobile Crane Section, J. W. Wunsch, president, Silent Hoist and Crane Co., Inc.

Monorail Section, G. E. Seavoy, vice president, Whiting Corp.

Pallets and Auxiliary Equipment Section, J. E. Burch, vice president, Rotary Lift Co., Div. of Dover Corp.

Wheels and Caster Section, H. A. Ford, vice president and sales manager, The Geneva Metal Wheel Co.

Powerized Hand Lift Truck Section, E. W. McDonnell, sales manager and chairman of the board, Economy Engineering Co.

Educational, Norman A. Price, The Colson Corp.

Exposition and Technical Sessions, Robert F. Moody, the Hyster Co.

Management Groups, W. S. Huss, Acme Steel Products Div., Acme Steel Co.

New Members and Membership Interests, George Greenberger, Sage Equipment Co., Inc.

Professional Societies, Robert K. Lohman, Cargotainer Div., Tri-State Engineering Co.

Social, W. C. Neumann, Union Steel Products Co.

Germond Heads ALTPEM

Paul D. Germond, Revolver Co., is the 1959 president of the Association of Lift Truck and Portable Elevator Manufacturers. K. E. Forster, Barrett-Cravens Co., was elected vice president.

Two Meetings on Containers

Meetings of two Maritime Administration Committees on containers were held recently in Washington, D. C. The Industry Committee on Dimensions approved the dimensions proposed by the ASA, MH5 Van Container Subcommittee—heights and widths of 8 ft with lengths of 12, 17, 20, 24, 35, and 40 ft. The Committee on Construction and Fittings approved a table of maximum gross weights ranging from 28,000 to 67,200 lb.

Legislative Line-up

Following is a brief summary of legislative items pending in Washington. The status reported is as of April 12.

ALASKA CARRIERS—Hearings on three bills dealing with Alaska carriers were to be held by Senate Commerce Committee on May 4, 5. The bills (S. 1507, 1508, 1509) would place specified types of Alaska surface transportation under ICC jurisdiction.

DUAL RATE—House Merchant Marine Committee will conduct field hearings on steamship conference rates through early June. After the end of April, hearings moved to New Orleans, Chicago, and San Francisco, in turn.

GOVERNMENT COMPETITION—No hearings have yet been scheduled by House Government Operations Committee on H. R. 99. This bill would define limits for federal competition with private business.

PENSION PLANS—Voluntary pension plan bill, H. R. 10, was approved by the House and awaits action by the Senate Finance Committee. The bill would aid the self-employed with retirement planning.

TAX REFORM—Tax alterations to benefit business enterprises are proposed in H. R. 3000 and 3001. House Ways and Means Committee has scheduled no action on these measures.

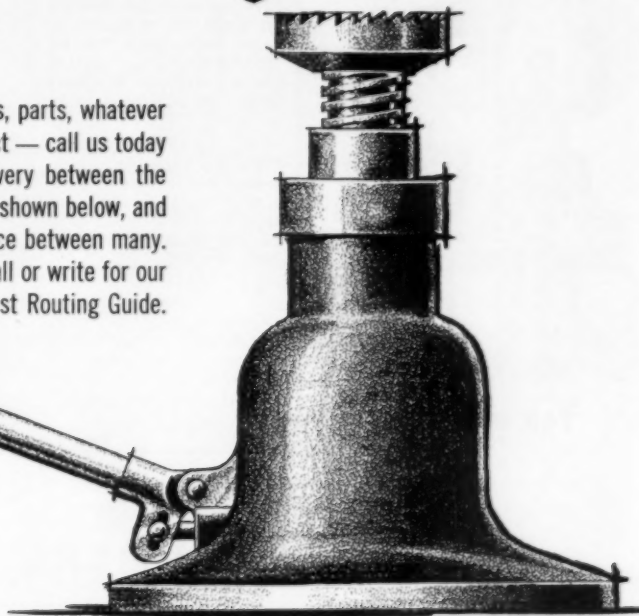
TRANSPORTATION DEPARTMENT—H. R. 985, to establish a federal Transportation and Communications Department, is pending before the House Government Operations Committee.

RAILROAD RETIREMENT—Passed by Senate and House is S. 226, to augment rail workers' retirement and unemployment benefits. Taxes to support these programs would be boosted. Enactment of this legislation is foreseen.

(Please Turn to Page 24)

Shipping Jacks to Jackson?

Automobile tools, parts, whatever
your product — call us today
for second morning delivery between the
most distant points shown below, and
overnight service between many.
Or call or write for our
latest Routing Guide.



Give 'em to
Gordons Transports, Inc.

MANAGING DECATUR TRANSIT TRUCK LINE, INC.

General Offices: Memphis, Tenn.



DIRECT SERVICE
FROM
CHICAGO AND ST. LOUIS
TO MOST MAJOR CITIES
IN THE SOUTH

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These Users say *Hats Off* to Allis-Chalmers lift trucks



You will, too!

Let your dealer explain
why users prefer Allis-Chalmers lift trucks — *why you will,*
too! Allis-Chalmers, Milwaukee 1, Wisconsin.

"Our fleet of 14 Allis-Chalmers lift trucks lets us operate at costs much lower than we thought possible," says Al Williams, Supt. of an Illinois stevedoring company.



"They are brutes for punishment," says a Michigan production manager. "They lift weights well beyond their rated capacity, yet stand the punishment very well."



No major engine overhaul under 10,500 hours for our 19 Allis-Chalmers lift trucks says J. G. Wolfer, general traffic manager of a New York brewery.



ALLIS-CHALMERS



BH-74

News...

(Continued from Page 22)

News Briefs

The Board of Directors of the Delaware, Lackawanna, and Western Railroad and the Erie Railroad have agreed to a merger of the two lines to form a consolidated system.

Barrow Associates has been named a franchised representative for Central Ohio of Automatic Transportation Co. John D. Barrow heads the firm.

The ICC recently authorized the Railway Express Agency to withdraw its tariffs proposing a 3½ per cent increase in express rates and charges now under suspension in I and S No. 7095.

Several new warehouses and distribution centers are opening across the nation. Westinghouse Electric Corp., is constructing a new warehouse at Columbus, Ohio, as a major supply depot and inventory service center. Reynolds Aluminum Supply Co. of Los Angeles new warehouse and office building will be located on a 9½-acre tract of land in Los Angeles. The Dayton Rubber Co. has opened its new regional warehouse and sales outlet in Atlanta, Ga. It is located on 1040 Boulevard, S. E. The B. F. Goodrich Tire Co., plans to erect a new distribution center at Evendale, Ohio. That is near Cincinnati.

The Alaska Steamship Co. is beginning an all-physical-risk cargo insurance program.

Work has begun on conversion of the Grace Line's Santa Eliana, a C-2 cargo ship at Maryland Shipbuilding and Drydock Co. It will be a container ship.

The Colson Corp., Special Products Div., has become a member of the Assn of Lift Truck and Portable Elevator Mfrs. Raymond Stahl will represent Colson in the affairs of the national trade association.

The Baltimore and Ohio Railroad has authorized expenditure of approximately \$2.5 million for important improvements on its main line between Baltimore and Philadelphia.

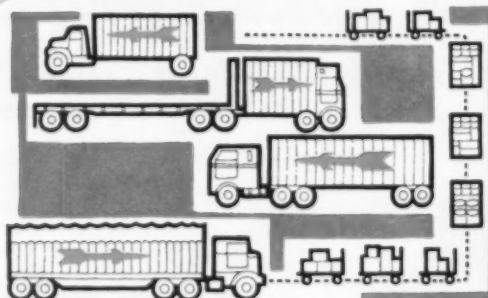
Denver Chicago Trucking Co., Inc., is buying 57 power units and 50 40-ft. van trailers, 25 double-unit tankers, and miscellaneous equipment for city-pick-up and delivery.

Pacific Motor Trucking Co. recently opened a modern trucking terminal at 1753 Alhambra Ave., Los Angeles.

American-Hawaiian Steamship Co., New York, has filed an application for insurance on a construction loan for four intercoastal trade vessels.

A program of fleet modernization for Norwalk Truck Lines, Inc., of Elyria, Ohio, and its wholly-owned subsidiaries includes 290 35-ft aluminum Fruehauf trailers and 75 40-ft units.

Stay Ahead—Always Ship... **RINGSBY ROCKET**



THE MODERN WAY...

The most modern line-haul equipment on wheels travels over the 9000-mile Ringsby System. New, custom-designed 40-foot high-cube vans... versatile open top and flat bed trailers... non-stop sleeper tractors assure the fastest transportation for your freight. Shipments flow smoothly at both ends of the haul with Ringsby. Pickup and delivery is speeded by two-way radio—terminal freight handling is streamlined with automatic Towveyor equipment. Ship RINGSBY ROCKET... your freight moves constantly, quickly, safely, economically—the modern way!



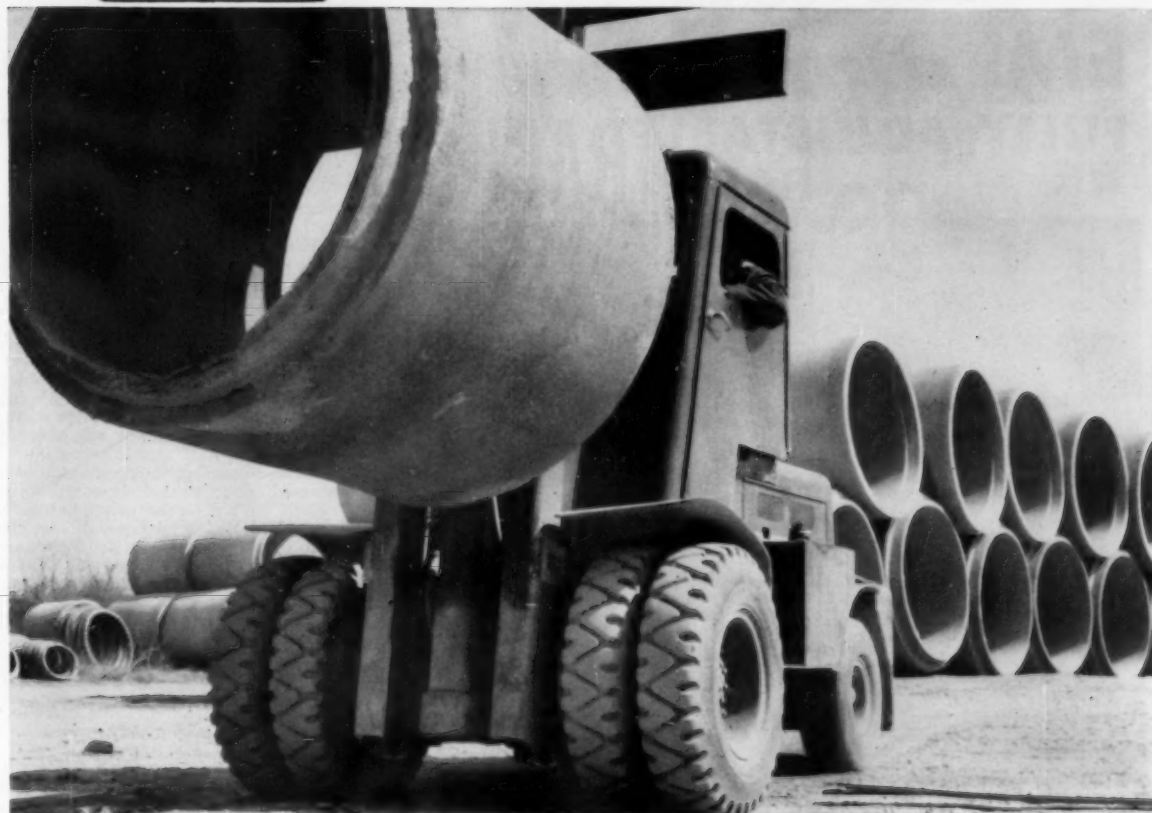
RINGSBY
TRUCK LINES, INC.
GENERAL OFFICES DENVER, COLO.

LINE OF THE ROCKETS

MAJOR TERMINALS	
Chicago	Ludlow 5-7300
St. Louis	Central 1-3751
Kansas City	Wumboldt 2-9350
Cheyenne	2-9221
Denver	ACome 2-5761
Salt Lake City	Hilmer 4-4481
Las Vegas	Widley 3-4730
San Francisco	EXbreak 2-1055
Oakland	Olympic 4-1274
Los Angeles	Alleges 2-3192



Analysis Man reports...



B.F. Goodrich "Wired" tires give 5 times the service of other makes, still going strong!

Problem: Lift truck tires used at Toledo Concrete Pipe Co. blew out 2 and 3 times a month, lasted only 6 months. The trouble was caused by scraps of wire reinforcing rods used in pipe construction. Tire and maintenance costs skyrocketed.

Solution: The B.F. Goodrich Tire and Wheel Analysis Man studied the company's complete materials handling setup—then recommended tires designed for this type of work: new B.F. Goodrich "Wired" tires. A special shield of steel wire mesh under the tread protects the tire body from punctures and blowouts.

Results: "B.F. Goodrich 'Wired' tires have been in use 2½ years and to date there have been no repairs," writes Plant Supt. Raymond L. Edwards. In addition, the company has saved 200% on tire costs.

This report is typical of the savings B.F. Goodrich TW Analysis Men can make for industrial tire users. Their services are without cost or obligation—their recommendations unbiased because B.F. Goodrich makes a complete line of industrial tires. To find out how *you* can save, mail the coupon today. A special consulting service is available to manufacturers of materials handling equipment.

The B.F. Goodrich Company
Department TW-774, Akron 18, Ohio

I would like further information on your FREE
TW Analysis.

NAME _____

COMPANY _____

STREET _____

CITY _____ ZONE _____ STATE _____



Specify B.F. Goodrich
tires when ordering
new equipment

Smileage!

B.F. Goodrich industrial tires

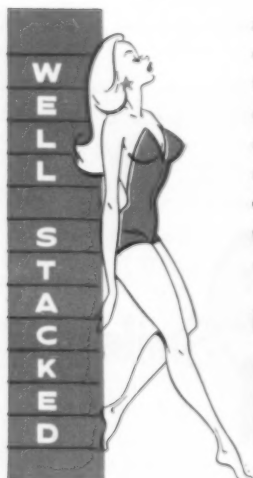
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FAST!

EMI *air-row head* FULLY ADJUSTABLE PALLET RACKS



- ★ EASY TO ERECT
- ★ ONLY 2 BASIC PARTS
- ★ SIMPLE TO ADJUST
- ★ QUICK TO RELOCATE



EMI AIR-ROW Head Racks easily adjust to stack pallets, skids, dies and bulk of varying heights. Upright frames are tied together with sturdy steel support beams which quickly snap into AIR-ROW slots in the vertical post. Forge lock fittings on the ends of the support beams insure positive self-locking engagement with no sway or pop-out.

WRITE FOR OUR COMPLETE CATALOG!

**You can stack or ship ANYTHING
in any industry on EMI racks**

EQUIPMENT MFG. INC.

21542 HOOVER ROAD • DETROIT 5, MICHIGAN

Circle No. 9 on Card, Facing Page 51, for more information

LETTERS

TO THE EDITOR

More Excess Charges

To The Editor:

We have read your Letter to the Editor together with Mr. Leo T. Parker's reply as published on Page 27, March 1959 issue.

This office has great respect for Mr. Parker's "Within the Law" department . . . and it is with considerable reluctance that we disagree with his opinion . . . in connection with recovery of freight charges on prepaid shipments.

In the event the shipment has been delivered, your company would have received \$813.72 from your customer. From this amount you would realize a net of \$776.64 after deduction of prepaid freight charges of \$37.08. On prepaid shipments, the freight charges are included in the invoice to consignee. To further illustrate this problem, assume that this was a collect shipment and was lost. The law provides that the carrier is liable for destination value less freight charges if not paid. Under these circumstances, your net recovery would still be \$776.64.

While it is true that when the goods are lost or destroyed the carrier has not performed its bill of lading contract, it is likewise true that destination value includes transportation charges from origin point.

In your problem, if Mr. Parker's reply were followed you would be \$37.08 better off than if the carrier had delivered the goods. In this connection please see *Uhrich Mill Work Co. v. Mo. Pac. R. Co.*, 212 Pac. 654; *Lust; The Law of Loss & Damage Claims*, Page 432; and my *Law of Freight Loss and Damage Claims*, Page 380.

John M. Miller

Executive Secretary

National Freight Claims Council,
ATA

To The Editor:

Exception is taken to Mr. Leo T. Parker's reply to "Excess Charges." According to the letter, the customer would not have paid \$850.80 if he had received shipment.

The carrier should not pay freight charges if consignee and/or customer was not to pay the same. In other words the ordinary carrier, in normal course of business, pays no more for damaged or lost shipment than the invoice value. In this case, the carrier should pay \$813.72.

C. M. Barrett

Traffic Manager

Pompeian Olive Oil Corp.,
Baltimore 24, Md.

DISTRIBUTION AGE

Actually my explanations of the law in this case are exactly correct. My statement was that a seller can receive from a carrier for lost or destroyed goods exactly the amount he would have received had the shipment been delivered to the consignee. In this case his net would have been \$776.64.

My compilation had therein a mathematical error. In figuring the amount the seller would have received had the shipment been delivered intact I added \$37.08 freight charges to the selling price \$813.72 instead of making a subtraction. In other words, since the seller clearly stated that his net was \$813.72 less the freight charges he agreed to pay, quite obviously his net would be \$776.64, after deducting \$37.08 from \$813.72. Hence through inadvertence the error lies in making an addition where I intended to make a subtraction.

Please note that I stated that "you should receive from the carrier the amount of \$850.80 specifically because this is the amount your customer would have paid you." Actually Mr. Doughty already had said that his selling price for the merchandise was \$813.72 and "we would have paid \$37.08 to the carrier." Thus it is apparent that Mr. Doughty's net could not have been anything different from \$776.64.

It would be quite a joke on carriers if a shipper who sold merchandise for \$776.64, could collect \$850.80 from a carrier which lost the goods in transit. Under these circumstances shippers could well hope that all shipments made never reached destinations. Leo T. Parker, DA Legal Consultant.

Renting Responsibility

To The Editor:

We had a question come up that we were wondering if you could help us with.

As you know all warehouse receipts state clearly that the warehouse does not insure, but when merchandise is stored in your warehouse on a rental basis what then is the liability for the warehouse?

We have heard very vague remarks about landlord and tenant laws applied, but in the absence of any agreement between the person renting space and the warehouse there is a very large question of responsibility.

We were wondering if any other warehouse is using some type of an agreement that is signed by both sides when a customer rents space in your warehouse.

W. G. Ramsey
Distribution Terminal Warehouse
Cleveland, Ohio

The legal duty of a warehouseman who rents space for storage and gives the owner of the goods a key to the room, or otherwise gives exclusive control over this space to the owner of the goods, is that of a landlord. No liability can exist, ordinarily, except upon direct proof that the warehouseman failed to exercise a landlord's legal duty toward rented property, or refrain from neglecting to make needed repairs or otherwise affecting damage to the goods.—Leo T. Parker.

MAY 1959

Nutting

shows you
"HOW"...

to save up to **\$5.00** on each
floor truck wheel replacement!



Nutting

"Free Wheeling" Demountable
Rubber Tired Wheels

RMD Type—Regular and medium heavy duty. Diameters—4" through 18". Capacity range—250 lbs. through 1250 lbs. per wheel.

RHD Type—Heavy and extra heavy duty. Diameters—6" through 18". Capacity range—550 lbs. through 1800 lbs. per wheel.

The world's only complete line of demountable rubber tired wheels!

There are 2 good reasons why it makes good sense to equip all your floor trucks and trailers with Nutting Demountable rubber tired wheels. *First*, you save costly downtime because tires can be replaced in minutes, on-the-job. *Second*, you can save up to \$5.00 on each tire replacement over the cost of complete molded-on wheels. In most cases—even complete wheel costs are less with Nutting Demountables. (See chart below.) Multiply those savings by the number of replacement tires or wheels your company buys each year and you'll see why more than ever Nutting is your best, and most economical buy!

* Nutting Demountable		* Molded-on Rubber Tired Wheel			
Complete Wheel	Tire Only	Brand A	Brand B	Brand C	Brand D
\$5.35	\$3.25	\$8.25	\$6.30	\$7.60	\$4.40

* 6" diameter wheel in normal purchase quantities.

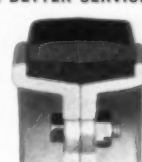
NUTTING DEMOUNTABLES SAVE TIME—MONEY—GIVE BETTER SERVICE!



1. Socket, box or offset open end wrench loosens nuts and bolts.



2. Hub, rim and tire are separated and reassembled with new tire in seconds.



3. No stretch, no creep with exclusive Nutting rim and tough fibre base design.

25% Easier Starting and Rolling—Nutting demountables are made with a special rubber compound called Formula "N". Formula "N" gives you longer wear plus 25% easier rolling than ordinary tires. For complete money saving facts about Nutting demountables, send for your free copy of Bulletin "D".

See us—Material Handling Institute's
Exposition, June 9-12

Nutting



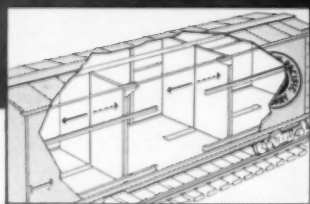
TRUCK AND
CASTER COMPANY
Faribault, Minnesota

NUTTING TRUCK & CASTER COMPANY
300 Division Street • Faribault, Minnesota
Please send copy of Bulletin "D".

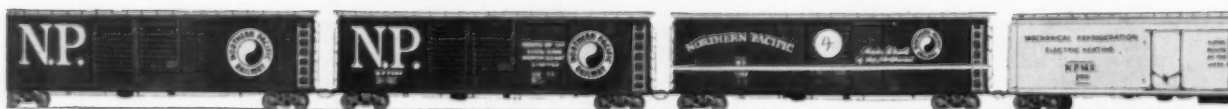
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COMPANY NAME _____
ADDRESS _____
CITY _____ STATE _____

Export Sales: Scheel International, Inc., 5909 North Lincoln Ave., Chicago 45, Ill.

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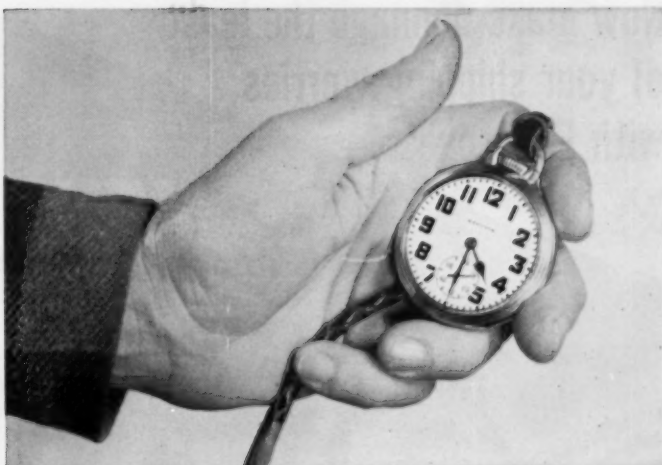
DIVIDE AND CONQUER freight-damage problems when you ship in NP Compartmentizer Cars. Adjustable steel gates divide interiors into variable sized compartments to fit the lading and hold it securely in place. Fifty of these cars were recently added to NP equipment—bringing the total of all NP damage-prevention, loader-equipped cars to 429.



NORTHERN PACIFIC—really terrific!

LITTLE SQUIRT

does a big job! This automatic paint pump plays an important role in NP's push-button freight classification yard at Pasco, Washington. Part of a complex track installation which detects broken flanges, the pump sprays yellow paint on wheels which need repairs, helps prevent derailments and costly interruptions in service.



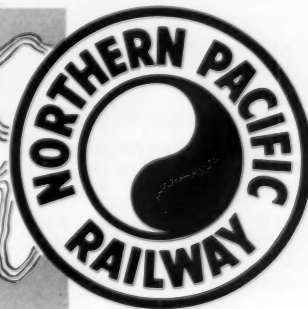
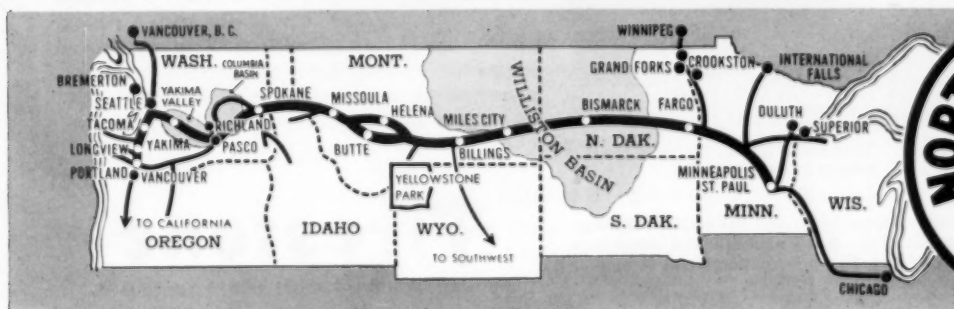
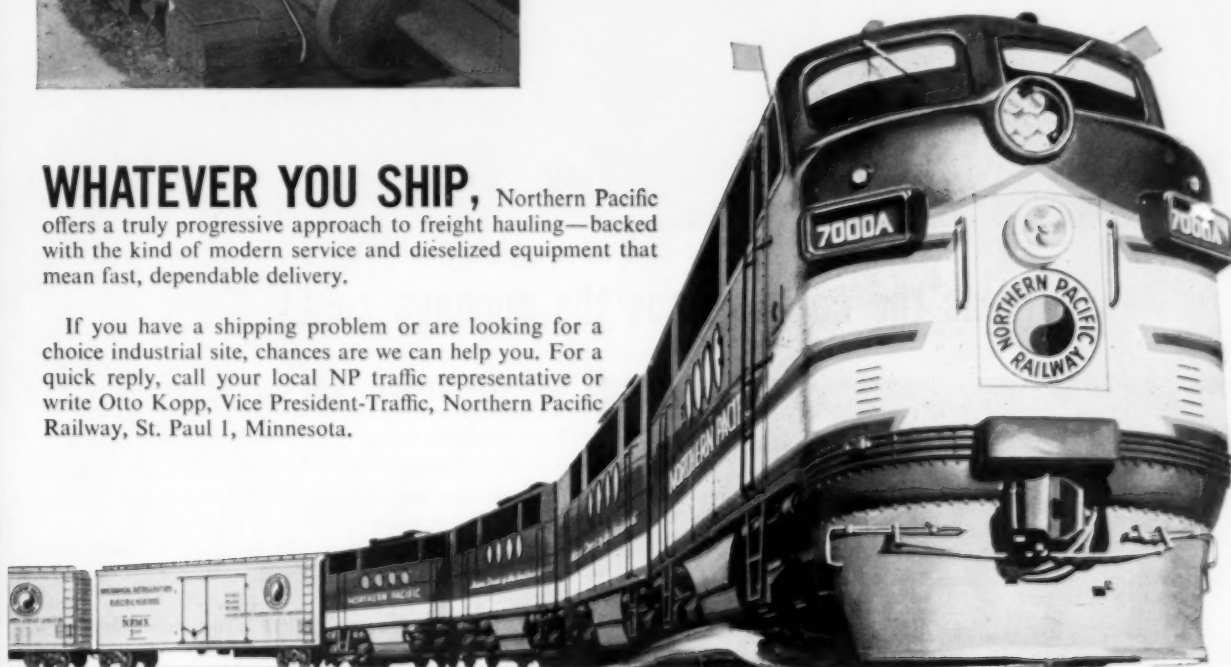
24 HOURS FASTER

than ever before—that's the news of Northern Pacific freight service from the Pacific Northwest to the Twin Cities, Chicago and the east. Modern electronic installations help make speed like this possible—with increased freight safety, too. Things are really moving on the "Main Street of the Northwest!"

WHATEVER YOU SHIP,

Northern Pacific offers a truly progressive approach to freight hauling—backed with the kind of modern service and dieselized equipment that mean fast, dependable delivery.

If you have a shipping problem or are looking for a choice industrial site, chances are we can help you. For a quick reply, call your local NP traffic representative or write Otto Kopp, Vice President-Traffic, Northern Pacific Railway, St. Paul 1, Minnesota.



Now make dunnage the least
of your shipping worries
with Firestone's

NEW Air-Blok



Holds the cargo, drops the dunnage cost!



Jarring starts and jolting stops can't harm lading cushioned by Air-Bloks.



Air-Blok is easy-in, easy-out dunnage; one man can block entire car swiftly.



Air-Bloks are quickly deflated, rolled and tied with built-in straps for easy return.



Tough bladder is encased in treated canvas envelope for double protection.

Stops waste. Firestone Air-Blok pneumatic cushions can be returned and used shipment after shipment. Their long life brings your Air-Blok costs below that of short-lived conventional dunnage.

Delivers the goods. Your lading rides safely, supported by uniform pressure over the entire surface of the dunnage. Air-Blok is a tough Firestone rubber bladder encased in treated canvas to make a resilient cushion that tightens the load, takes all the shocks for itself. Consignees return only the Air-Bloks, not the cargo.

Speeds shoring. Inflation and deflation is all there is to it. Cars load and empty faster with Air-Blok, and bracing becomes a quick one-man job. Proved in practice by U. S. Army and private companies, pneumatic dunnage makes substantial savings in day-to-day shipping operations.

You'll stop wasting time and expense with old-fashioned dunnage methods when you investigate Air-Blok. A few experimental shipments will show that you save in every way. For information write Firestone Industrial Products Company, Noblesville, Indiana.

Firestone
BETTER RUBBER FROM START TO FINISH

Circle No. 11 on Card, Facing Page 51, for more information

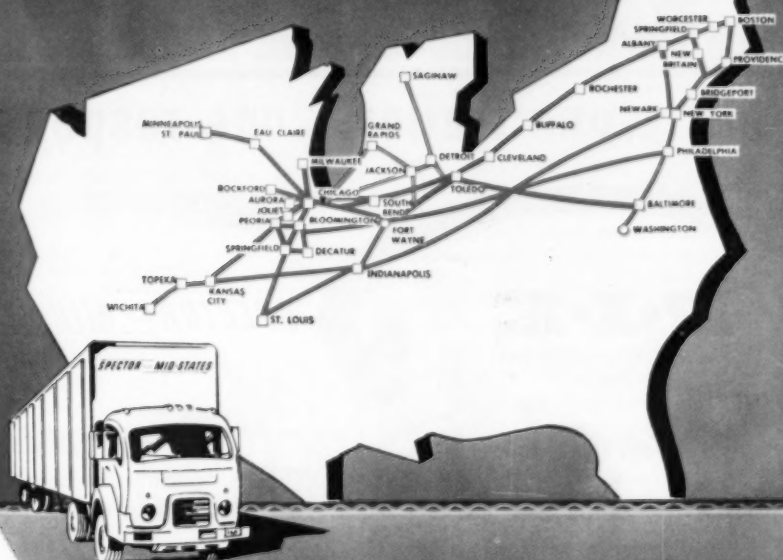
DISTRIBUTION AGE

THE LIFE'S WONDERFUL LINE

SPECTOR

NOW THE COMPLETE LTL PACKAGE

you need to compete
in today's market



Daily scheduled service on your small shipments to more than
30,000 markets throughout the nation . . . (and overseas, too!)

PHONE FOR SCHEDULES, RATES, PICK-UP

FREE PICK-UP ON
ANY SIZE SHIPMENT

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FREE DELIVERY
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Great American Transport (UNDER SPECTOR MANAGEMENT)

SPECTOR FREIGHT SYSTEM, INC.

General Offices: 3100 South Wolcott Avenue, Chicago 8, Illinois

WE'LL GO



*dependable cross-country service
on your small, volume and truckload shipments*

ALL THE WAY

one bill...one trailer...one responsibility



FOR YOU

Phone your nearest terminal for points, rates, pickup

On the Line—



Arbitration Is An Art

We have the greatest admiration for the men who handle labor disputes. Such a person must be calm, fair, kind, honest, smooth, and sharp. He also must be liked and respected by both sides, and have the authority to make his decisions stick.

A couple of weeks ago, at a conference of terminal operators, we got to talking about labor disputes with the vice president of a Cincinnati carrier. He's a big, quiet, kindly, soft-spoken, lovable fellow with a fine record of good labor relations.

"Tom," we asked, "what would you say is the key approach to a labor dispute?"

He paused for a moment's reflection, then with his broad smile, replied, "Well, first, I try to get them away from the scene of argument. A short walk to my office, or the neighborhood restaurant, cools them off somewhat. It also takes away their audience, where they must not give ground to keep face.

"Now, remember that in every dispute both parties insist that they are right. So, when they've calmed a bit I say, 'I am sure that you both have very good reasons for believing that you are right. I'll go along with you. Now, let's forget about *who is right* and find out *what is right*.'"

That's how Tom gets to the heart of the problem and settles disputes.

Efficiency Checks

Recently, we spent an evening with an old-time efficiency expert. He's still in business but calls himself a management consultant, as do his contemporaries.

Like most old timers, he has all things pretty well classified. For example, he thinks it wrong for old timers to hold top administrative positions.

He says most old timers are too slow, too cautious, self centered, self satisfied, empirical, petty, suspicious, jealous—and we forget what else.

But he doesn't believe in firing or retiring the old timers. While they are an administrative liability, their knowledge and experience is an invaluable operational asset. He says, "Put them on the board of directors or make them departmental consultants, where they can advise but not hamstring." (He is chairman of the board of his firm.)

But we think you will be more interested in his rule-of-thumb appraisal of a company's or department's efficiency.

If your general offices and departments are cut up by a maze of high partitions, he would consider you a hot prospect for his services. He says partitions are all right for top bosses and department heads but they are perfect screens for dreamers, goldbricks, romancers, and paper-and-junk collectors among staff personnel.

Where there are no partitions, he eyes the rows of desks for arrangement and spacing. He says, "Too close spacing invites chit chat. It causes errors, low production, tensions and general low morale. Office equipment noises, telephone conversation, and personal eccentricities disturb co-workers in declining ratio to their distance."

He notes age and make of office equipment, furniture, lighting, acoustics control, number of file cabinets and their location, quantity of papers stacked on desks—even color of the paint on the walls. He looks at empty desks and groups of people around the office to appraise social visits. By the way, he says, "The place for the office water cooler is near and in full view of the department head or supervisor."

The foregoing are but a few of the countless checkpoints he mentioned. There is a long list of items outside of your plant he notes before entering the building.

How long since you took a critical look at your building or department? How long since you checked the physical parts of your office and plant?

He recommends annual checks. If you haven't done it for five years or more, you're in a rut, man!

Al Greene

EDITOR



More bottles on the way

The weather had been made to order for the soft drink business—day after day hot and dry. Sales were soaring to such unprecedented peaks that the bottling plant found itself running out of bottles. A carload of new bottles had been shipped from the glass factory. Would it get there on time?

It is in a situation like this that Chesapeake and Ohio's CLIC (Car Location Information Center) can be a wonderful worry saver. Fortunately the

carload of bottles had been shipped C & O. A phone call to the local C & O Traffic Office brought immediate word as to just where it was and assurance that the car would arrive in time to keep the bottling line going.

Because CLIC operates by teletype and covers the entire Chesapeake and Ohio system, it can tell you where your car is *right now*. Are you making full use of it?



Would you like a copy of a booklet describing CLIC? Just write:

Chesapeake and Ohio Railway

3800 TERMINAL TOWER, CLEVELAND 1, OHIO

S H I P C & O . . . A N D W A T C H I T G O !



WASHINGTON



By Ray M. Stroupe, *Chilton Washington News Bureau*

EXAMINE ALASKA BILLS—Senate Commerce Committee has set hearings on three bills affecting Alaskan transportation. Introduced by Chairman Magnuson, D., Wash., the bills are: S. 1507, to transfer to the ICC jurisdiction over regular-route vessels sailing to and from Alaskan ports; S. 1508, to put the Alaska Railroad under provisions of part one, IC Act; and S. 1509, to provide "grandfather" rights for motor carriers, freight forwarders, and water carriers in specified types of operation.

MOTOR GROUPS APPEAL—Motor carrier groups have asked whether the ICC can authorize contract carriage by a railroad-owned trucker. A U. S. Supreme Court decision on this point has been sought by the American Trucking Assns., its Contract Carrier Conference, and seven other plaintiffs. At issue are grants of authority to Pacific Motor Trucking Co., a Southern Pacific Railway Co. subsidiary, to haul vehicles. The PMT firm has common carrier rights.

EXPRESS HIKE HALTED—With ICC permission, the Railway Express Agency has abandoned the 3½ per cent rate climb it sought. The higher rates on less-than-carload shipments were to have produced about \$12 million in new revenues, the REA figured. But the REA then decided out-of-pocket losses this year will be far greater, at around \$38 million. One opponent of the rate hike bid was the General Services Administration (DISTRIBUTION AGE, March, Page 31).

AIRPORT DATA REVISED—Information on small airport planning has been updated in a newly-revised Federal Aviation Agency booklet. This publication, "Small Airports," describes airport site selection, design, construction, and financing. Information in it is intended primarily to help planners of public airports, but it is applicable also to private airports. It may be ordered from the Government Printing Office, Washington 25, D. C., at 20¢ per copy.

LEASING RULES STAND—Truck leasing rules have been kept intact by the ICC. Proposed changes (Ex Parte MC-43) would have let common carriers lease driverless trucks to shippers. Common and contract carriers could have leased equipment without prior ICC approval. But most comments by truckers, railroads, and truck leasing firms were in opposition. Only supporters were the Private Truck Council of America, in part; three motor common carriers; and eight shippers.

SOO LINE RATE HALTED—Shippers cannot yet take advantage of a guaranteed freight rate proposed by the Soo Line R.R. The tariff, applicable to certain iron and steel pipe and tubing shipments, has been suspended by the ICC.

RAILS TO HAUL MORE—This quarter's rail carloadings of 32 major commodity groups are expected to top 6.3 million. The total would be 12.4 per cent ahead of loadings for the second quarter of 1958. Each U. S. shipping region is to make a gain, the 13 shippers advisory boards predict. Anticipated increases are to vary from 0.2 per cent in the Central Western states to nearly 49 per cent in the Great Lakes region.

NEW SHIPS ON ORDER—Contracts for 14 additional new cargo ships are to be let this year, a steamship company group reports. The new-vessel orders are part of a \$3.4-billion replacement program financed by the industry and government, notes the Committee of American Steamship Lines. In 1958 and thus far in 1959, contracts were let for 26 ships. In 1963, 46 ships are to be replaced. The annual number will become smaller through 1970.

FILING DATE CHANGED—Extra time is allowed by the ICC for submitting material related to Ex Parte MC-55. The agency has moved the filing deadline from April 28 to June 15. Ex Parte MC-55 affects motor common carrier routes and service. The ATA Regular Common Carrier Conference requested the change. The Conference asked more time to develop its course of action.

MORSE UPHOLDS RATE SYSTEM—Maritime Administrator C. G. Morse considers the steamship dual rate system predominantly beneficial. Often, he says, the system is needed to keep rates and services steady. He argues for the enactment of a federal law specifically allowing dual rates to be used. A different view is held by the Agricultural Dept. Its representatives have told Congress they think the system discriminates against agricultural shippers.

COAL TARIFF PROBED—An ICC investigation has begun into a new reduced rail tariff on coal shipped to the New York harbor area. The ICC, despite its investigation, has allowed the rail lines to offer large-volume customers a 50-cent-per-ton discount. Customers are eligible for the discount on shipments of over 3 million tons a year, if they take at least 5½ million tons. Only the Empire State Petroleum Assn. called for suspension of the tariff.



Driver's seat lifts out, back tilts to bring engine and battery in easy reach.

MOBILIFT quick, easy to service

Long life to your equipment demands regular and thorough servicing. That's why all service points in a Mobilift* are in easy reach. Engine, transmission, 2-speed final drive, brakes, battery, hoisting and tilting mechanism and steering assembly are located by design to simplify servicing, not complicate it. Have you noticed the easiest to service equipment always gets the best service? Check over a Mobilift and see!

AND NOTICE THESE INDUSTRY EXCLUSIVES

MOBILMATIC* with Inching Control—has all the advantages of an automatic transmission PLUS! Inch truck while lifting load at any speed, or lift load while traveling according to the speed and need of the job.

MOBILIFT CENTER LINE STEERING is effortless steering. It is an engineering principle of easy steering to distribute vehicle weight straight down through the center line of steer wheels. By sticking to this principle Mobilift eliminates the need for expensive power steering.



MOBILIFT HYDRALIZER* is a boon to the service man. No rear axle running through machine from side to side. Each of the two rear wheels is independently suspended. This means all 4 wheels are firmly on the ground when floor variations are as great as three inches.

For fastest operation in narrow aisles, ask for information on the MOBILIFT line of "stand-up" gas or LP-operated trucks. Here is low initial cost and real maintenance economy.

WRITE FOR NEW FOLDER "MOBILIFT with inching control". Here is the complete story of Mobilift "sit down" Industrial Trucks in the 2000-5000 lb. capacities.

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SEE YOU AT THE MATERIAL HANDLING INSTITUTE'S EXPOSITION
JUNE 9-12, 1959 • IN CLEVELAND • PUBLIC AUDITORIUM

*MOBILIFT, MOBILMATIC, HYDRALIZER are registered trademarks of the Lamson Mobilift Corporation.

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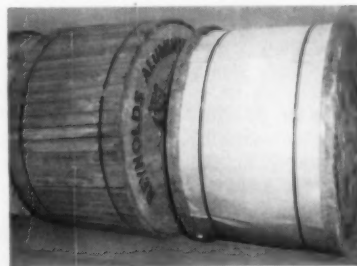
Coming Events

- May 10-16—National Transportation Week.
- May 12-15—Common Carrier Conference, Board of Governors, Washington, D. C.
- May 13-15—National Rivers and Harbors Congress, National Convention, Washington, D. C.
- May 14-15—Association of Interstate Commerce Commission Practitioners, Annual Meeting, Atlanta, Ga.
- May 14-15—Ohio Shipper-Motor Carrier Conference, Sheraton-Mayflower Hotel, Akron, Ohio.
- May 15-17—National Accounting and Finance Council, ATA, Boston, Mass.
- May 16—National Defense Transportation Day.
- May 19-20—Middlewest Shipper-Motor Carrier Conference, 24th Regular Meeting, Blackhawk Hotel, Davenport, Iowa.
- May 19-20—Western Traffic Conference, Claremont Hotel, Berkeley, Calif.
- May 31-June 13—Packaging Training Course, Second Annual, Industrial Management Center, Lake Placid Club, Lake Placid, N. Y.
- June 9-11—AMHS National Material Handling Conference, Cleveland Auditorium, Cleveland.
- June 9-12—The Material Handling Institute's Exposition of 1959 and MHI Technical Sessions, Cleveland Auditorium, Cleveland.
- June 15-27—Material Handling Training Course, Sixth Annual, Lake Placid Club, Lake Placid, N. Y.
- June 21-25—Canadian Warehousemen's Assn., 39th Annual Convention, Breezy Point Lodge, Brainerd, Minn.
- June 28-30—National Wooden Pallet Mfrs. Assn., 13th Annual Meeting, Sheraton-Park Hotel, San Francisco, Calif.

Shippers' Advisory Boards

- May 18-19—Central Western, Omaha, Neb.
- May 26-28—Southwest, Oklahoma City, Okla.
- June 4-5—Trans-Mo-Kansas, Topeka, Kans.
- June 11-12—Pacific Coast, Long Beach, Calif.
- June 16-17—Ohio Valley, Indianapolis, Ind.
- June 17-18—Southeast, Nashville, Tenn.
- June 18-19—Pacific Northwest, Aberdeen, Wash.
- July 29-30—Northwest, Missoula, Mont.

New Cable Reel Packaging



A new cable reel packaging recently introduced by Reynolds Metals Co. is shown at right. Beside it is a reel with the packaging previously used and still available when specified. The new packaging offers customers less in-the-field handling weight, quicker preparation for use.

DISTRIBUTION AGE



He's on the Rock Island payroll, but...

Rollin Buckman works for you!

Rollin Buckman is a good man to have working for you. He can draw on 39 years of Rock Island experience in handling your freight.

As switch foreman at the Rock Island's giant Silvis (Ill.) classification yard (one of several Rock Island yards handling literally millions of cars per year), he and his crew handle your cars carefully and efficiently . . . and send them promptly on their way.

From a control tower at the crest of the yard's incline, Mr. Buckman can classify a 100-car freight train in a matter of minutes. As each car is pushed over the crest, he guides it to its proper track by actuating automatic switches. On the way down, cars are braked at intervals by mechanical retarders adjacent to the tracks. This insures safe-speed, damage-free coupling.

It's not that it took Rollin Buckman 39 years to learn to classify cars. But we feel that his 39 years of proved skill and dependability better qualify him to accept responsibility for the safe, swift handling of your freight. We believe you're entitled to the services of men like him.

It is such experienced handling of customers' freight that is enticing shippers in increasing numbers to turn to the Rock Island railroad for fast, dependable service. We welcome your business.

If you have any comments, pro or con, regarding our rates or services, we invite you to discuss them with your Rock Island Traffic Representative.

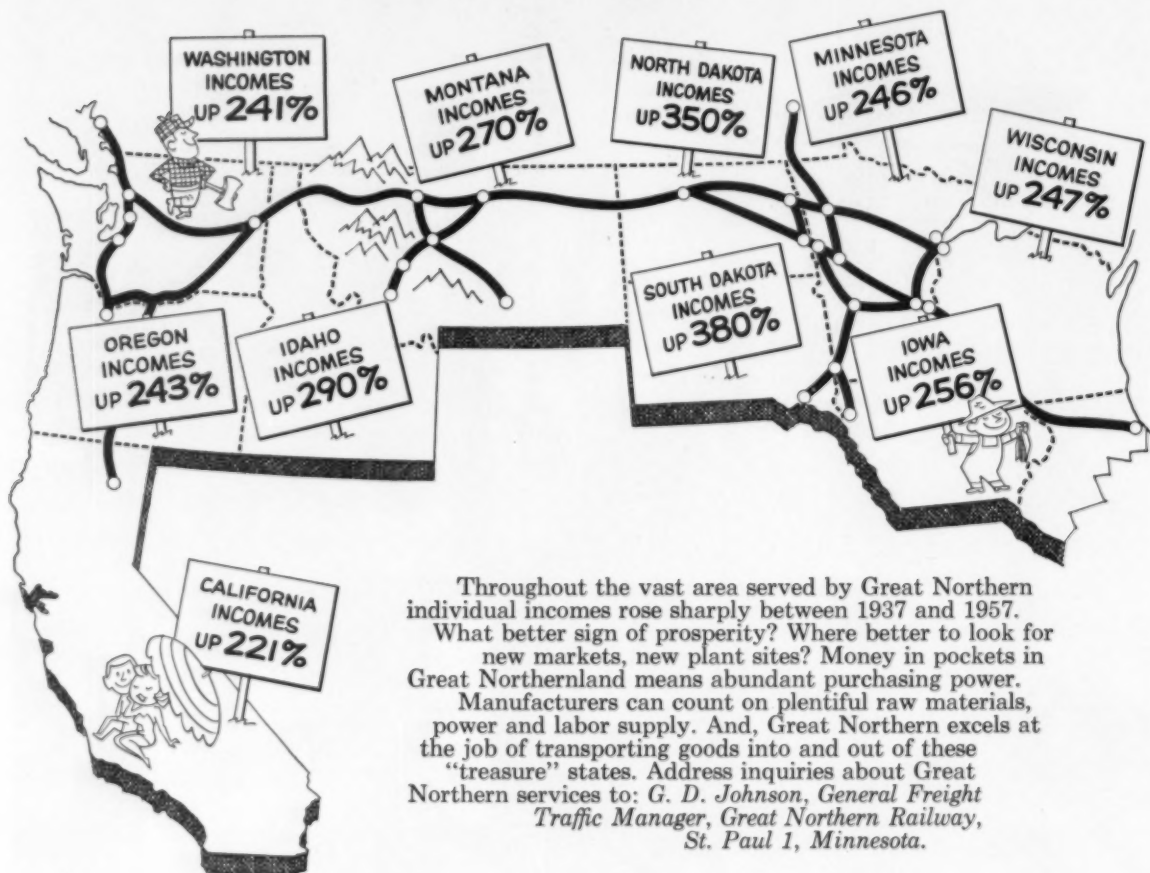


ROCK ISLAND LINES

*The railroad of planned progress
... geared to the nation's future*

DOLLAR \$IGN\$

in the nation's "treasure" states



Throughout the vast area served by Great Northern individual incomes rose sharply between 1937 and 1957. What better sign of prosperity? Where better to look for new markets, new plant sites? Money in pockets in Great Northernland means abundant purchasing power. Manufacturers can count on plentiful raw materials, power and labor supply. And, Great Northern excels at the job of transporting goods into and out of these "treasure" states. Address inquiries about Great Northern services to: *G. D. Johnson, General Freight Traffic Manager, Great Northern Railway, St. Paul 1, Minnesota.*

A TREASURY OF FACTS ABOUT 10 BOOMING STATES

If this region's rocketing growth and purchasing power intrigues you as a marketer... if its vast mineral, power, farm and forest resources stimulate your thinking on production, let Great Northern provide the facts you need to

help evaluate opportunities here. We'll gladly share the useful information we have on this area. Write *E. N. Duncan, Industrial and Agricultural Development Department, Great Northern Railway, St. Paul 1, Minnesota.*

OFFICES IN
PRINCIPAL CITIES
OF U.S. AND CANADA



Go GREAT NORTHERN on the
incomparable **EMPIRE BUILDER**



IT'S PROFITABLE TO BE AN AGENT OF NATIONAL VAN LINES (or a customer)

How to reduce the
high cost of moving:



Transferred Personnel



Convention Displays and Traveling Exhibits



Entire Sales or Manufacturing Operations



Delicate Electronic Equipment

This
Advertisement
in **FORTUNE**
tells the story!

...call NATIONAL VAN LINES Management Consultants in Moving Problems

By deliberate design, the Agents of National Van Lines are first businessmen. Evidence: Their painstaking attention to detail... their greater knowledge of packing requirements, loading and storage... their efficiency in meeting pickup and delivery schedules.

But most important to you: The fact that they are first businessmen means a broader appreciation and understanding of your problems; more intelligent counsel and evaluation of the services best suited for your needs. They can reduce your costs, too, because...

National has the lowest rates of the 48-state van lines

Since 1950, when National became a 48-state carrier, its management has believed that it can attract more business, while providing unusually fine services, with lower rates and still earn a fair return on its capital investment. Example: On a typical executive household goods move of six rooms from Chicago to Los Angeles, National's rates would be about \$72 lower. Project this 5 to 7% difference over your entire moving requirements... the savings can be startling! Your local National Agent can tell you more.

Here's How National's Rates* Can Save You Money on Moving Personnel

	Other 48 State Carriers	NATIONAL	Savings
Chicago to New York	\$835.00	\$763.00	\$72.00
Detroit to New Orleans	704.00	632.00	62.00
Kansas City to Dallas	435.00	403.00	32.00
Philadelphia to New Orleans	792.00	720.00	72.00
San Francisco to Miami	925.00	853.00	72.00
New York to San Francisco	1,492.00	1,420.00	72.00

*See chart, based on \$1000 in shipment

NATIONAL
VAN LINES, INC.

Now the fifth largest van line with a sales increase of 292% in the past six years.
Agents throughout the U.S.A. and principal foreign cities
World Headquarters: Skokie, Illinois

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call or mail this coupon

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World Headquarters, Broadview, Ill.

I am interested in knowing more about:

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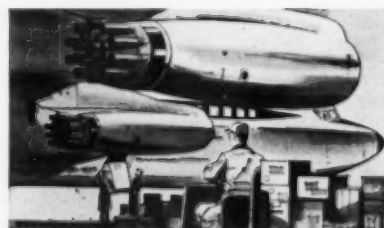


Ship Coast to Coast on the WORLD'S FASTEST JETLINER!

TWA BOEING 707

The magnificent **TWA BOEING 707** is the fastest airliner in the world...designed to bring you the wonders of pure-jet freight service. And at no increase in rates!

Your consignment travels half a mile every three seconds coast to coast. You can ship bigger, heavier orders. Send more to more customers on a single Jet flight. And the **TWA BOEING 707's** advanced new electronic system assures proper climatic conditions for perishable shipments!



USE TWA JET FREIGHT
coast to coast

Call your Freight Forwarder or your nearest TWA
Air Freight office today.

SHIP THE FASTEST WAY...SHIP **TWA** **BOEING 707**



IMPROVED inventory revolves around two essentials: cost of invested capital and cost of allocated storage space.

Savings in capital costs result from reducing interest on borrowed funds tied up in inventory. A great number of businesses today operate on borrowed capital. If your company does not, the savings resulting from inventory reduction come from freeing "frozen funds" for better use. Even if this is only the interest the bank pays your company, it is an improvement over the expense item.

There is another saving in capital costs resulting from inventory control that is frequently overlooked—the reduced risk of ownership. These risks include fire, water, obsolescence, etc.

Storage Savings

The savings in storage space also are quite real. If your plant or storage area is leased, cost of space per square foot should be easy to determine. If the plant is company-owned, estimate a fair rental value by comparison with cost in public warehouses. In actual practice, the public warehouse may be lower than your owned space, due to more efficient turnover.

These costs are real, not imaginary. Too frequently traffic men underestimate inventory cost importance in their eagerness to save transportation costs.

A fair average cost of maintaining inventory, according to experts in that field, is 20 per cent of average inventory value per year. As in all estimated averages, this 20 per cent is not safe for use. Each commodity must be evaluated on its own merits, considering conditions at the plant.

Low value, bulky items may cost much more. High value, high density supplies may cost less. Bulk materials and liquids, normally stored in bins or tanks may require different considerations, since the bin or tank occupies the same space, full or empty.

These are problems for consid-

eration by top management, but once a policy has been set, inventory control of inbound materials is usually left to the purchasing department. Trouble, expense and disagreement arise when personnel assigned to control inventory do not take all factors into consideration. Transportation costs are an important factor.

Traffic Inaction

When the traffic manager says he can save money by buying larger quantities, all too often he is met with flat refusal. "We can't increase our inventory" is a stock answer. Lack of cooperation can bring a feeling of frustration to the traffic man. In some plants, it accounts for much of "traffic" inaction.

This was the problem presented by students—all of them men working in traffic, receiving, or shipping fields — at Community College and Technical Institute at Benton Harbor, Mich. An effective method of achieving results was presented, and has been found effective in several plants.

A detailed, documented report on the form illustrated here, presented to the purchasing agent,

and to higher management if necessary, brings prompt attention. Once the door is opened, there will be many more opportunities.

For best results, pick a "spectacular" case for your first presentation. It may be spectacular only in proportion to investment, or in total dollar savings.

One example chosen for action concerned casting plaster. A small plant used approximately 20,000 lb each month, just a truckload. It had been the practice to purchase in truckload quantities. Freight charges on a truckload were \$434. Cost of the material at origin was only \$41 per ton. A minimum carload, 40,000 lb, cost only \$292 in freight.

Even if the purchased quantity was not increased, there was a savings of \$142 per month available by changing to carload movement.

Minimum Carloads

The traffic department proposed purchase of minimum carloads. This necessitated some changes in control. In the past, a minimum inventory figure was set at 6000 lb, at which time another truck-

(Please Turn Page)

Traffic Steps Up Inventory Control

New ideas for inventory modern-
ization begin with a simplified
form for better control of stock

Traffic Steps Up Inventory Control...

(Continued from Preceding Page)

load was ordered. If carload service was used, it was necessary to increase to a 10,000-lb minimum inventory to allow for somewhat slower rail delivery.

As this was a low-cost item, somewhat bulky, it was determined that the cost of maintaining the inventory was well above the 20 per cent average. Cost was estimated at 48 per cent per year, or 4 per cent per month.

Average inventory was determined by adding one half of the purchased quantity to the minimum inventory. In the past, the average inventory had been 16,000 lb. Value, represented by origin cost plus freight paid, had been \$4.22 per hundred pounds. Total average value of the inventory had been \$675. The 4 per cent cost per month amounted to \$27.

Under the change proposed by the traffic department, the average inventory would be increased to 30,000 lb., but the value would be cut to \$2.78 per 100 lb. Value of the proposed inventory was \$834, and the 4 per cent cost amounted to \$33 per month.

The gross savings, monthly consumption multiplied by the differ-

ence in cost was \$288. Since the cost of maintaining the inventory increased only \$6 there was a net savings of \$282 per month. In this small plant, a savings of nearly \$3,400 per year made the traffic manager king for a day.

When these facts were presented to the plant manager, the purchasing agent was instructed to re-examine all inbound commodities along the lines indicated, and to make all savings possible, in spite of increased inventory.

Not all apparent savings end up as net savings. When consumption is low, and the increased quantity high, the cost of maintaining inventory may exhaust all savings plus. When the illustrated form is used, however, and all factors evaluated, the traffic manager knows he has been given fair consideration.

Receiving Dept.

Another opportunity for wasteful practice in inventory control is found in use of labor in the receiving and stores departments. It is not unusual for the traffic department to contribute to this error.

The traffic manager wants the largest possible shipments for lower freight costs. If small quantities of one supply are purchased from a vendor who also supplies other materials, the traffic manager wants simultaneous shipping on one bill of lading to take advantage of the best freight rate.

The inventory control man, anxious to keep his supplies at the lowest possible point at the end of the month, has very large quantities of all goods forwarded at the first of each month. If he holds his inventory too close, he may require premium transportation service to keep production in operation. It is not unusual to find a plant receiving one-half to two-thirds of its total material requirements in the first week of the month.

In the receiving department this makes extra labor necessary to handle the bulk of materials in this short period. This same labor may be idle the last week of the month, as production lives on inventory.

High and Low

If the receiving department must hold enough help through the full month to handle the peak receiving period, there is an abundance of wasted time during the low points. If the department carries only enough help to handle the average, overtime may be necessary, or demurrage and truck detention charges accrue during the first of the month.

This practice also contributes to car shortages during rush rail business periods.

Peaks and valleys in receiving volume also contribute to wasteful use of floor space in the storage area—it is necessary to allocate sufficient space for storage at peak inventory periods. Inventory control is good business practice. It is necessary that all factors be considered and properly evaluated so that the control does not include built-in waste. ●

Inventory Cost Control Evaluation

MATERIAL: Plaster	Present	Proposed
1. Estimated Monthly Requirements	20,000	20,000
2. Minimum Inventory	6,000	10,000
3. Purchase Quantity	20,000	40,000
4. One-half of Line 3	10,000	20,000
5. Add Minimum Inventory	6,000	10,000
6. Average Inventory—Line 4 plus Line 5	16,000	30,000
7. Price Per Unit, Delivered—cwt.	4.22	2.78
8. Value of Average Inventory Line 6 multiplied by Line 7	\$675	\$834
9. Inventory Carrying Cost—4 per cent Line 8 multiplied by Factor*	\$27	\$33
10. Gross Savings—monthly requirements, multiplied by difference in unit cost		\$288
11. Cost of Savings—Line 9 proposed, minus Line 9 present		\$6
12. Net Savings Per Month—Line 10 minus Line 11		\$282

*Factors for Line 9

Class	Examples	Factor
Small bulk	Labels, misc. hardware, tank stge.	1.2 per cent
Average bulk	Fittings, pails, packages	1.7
Large bulk	Fabrics, drums, cases	2.5
Very bulky	Clays, whittings, plasters, batting	4.0

HOW MUCH will it cost in the years ahead to get goods over the roads?

Reduced to its simplest terms, that is what the road test going on now near Ottawa, Ill., means to American shippers and consumers.

The reasons are these: The secretary of commerce has been di-

rected by law to report to Congress, by March 1961, the results of a study based on such tests. The data provided will be useful in determining what taxes should be imposed on the various types, weights, and sizes of vehicles using the Federal-aid systems.

The Federal report and the road

test also will have a bearing on future size and weight regulations. In all probability, too, the test will affect the future design of roads.

Shipping Result

All these factors — taxes on
(Please Turn Page)

The AASHO Road Test— What It Means to Us

Taxes on trucks, size and weight limits, and the

kind and cost of roads all will be affected

by the AASHO Road Test

by Arthur C. Butler

Large loop at left is one of four stretching along an 8-mile right-of-way. Tractor-trailers are tested on this section



The AASHO Road Test—What It Means to Us ...

(Continued from Preceding Page)

trucks, size and weight regulations, and the kind and cost of roads—have a very direct bearing on the expense of getting a load of goods from here to there. Similarly, of course, these factors affect what the customer pays for goods.

The difference between the present test, sponsored by the American Association of State Highway Officials, and previous road tests has been likened to the difference between a bicycle, or perhaps a Model T, and a 1959 car. The AASHO test, using the principles and experience of earlier tests, is set up to do a more effective and complete job.

Two Examples

For example, the Maryland Road Test, which was widely publicized only a few years ago, was conducted on an ordinary strip of pavement built some 10 years before. Absolute knowledge of its base, subbase, subsoil, and the amount of wear it had already sustained was almost impossible to obtain. At best, it offered data only with regard to that type of pavement.

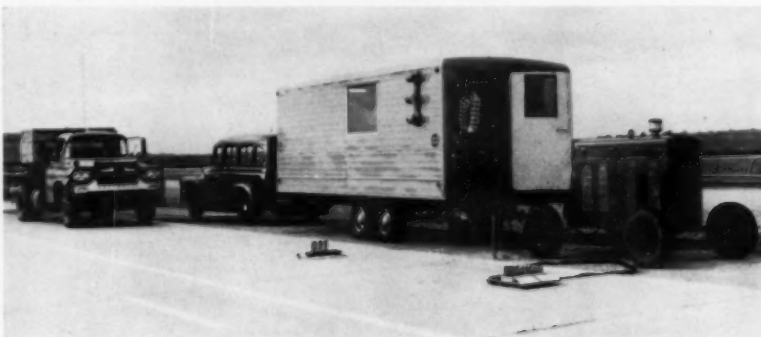
The more recent road test conducted by the Western Association of State Highway Officials used specially constructed pavements, but all of the blacktop variety. This is the kind of road most frequently built in the western areas. Also, the WASHO test was limited in a number of other variables.

The AASHO test—which is being directed by the Highway Research Board—has been carefully devised to take into account as many of these variables as possible. It is located in Illinois because it is thought that the effects of climatic conditions there offer a median that can best be applied



A heavily-loaded test vehicle crosses a test bridge span. Four 50-ft one-lane spans are located at this spot. There are 12 more test spans at three other spots

A trailer containing electronic recording equipment is used at AASHO Road Test. Linked to transducers on, in, and under surface, instruments record data



or adapted throughout the United States and its territories.

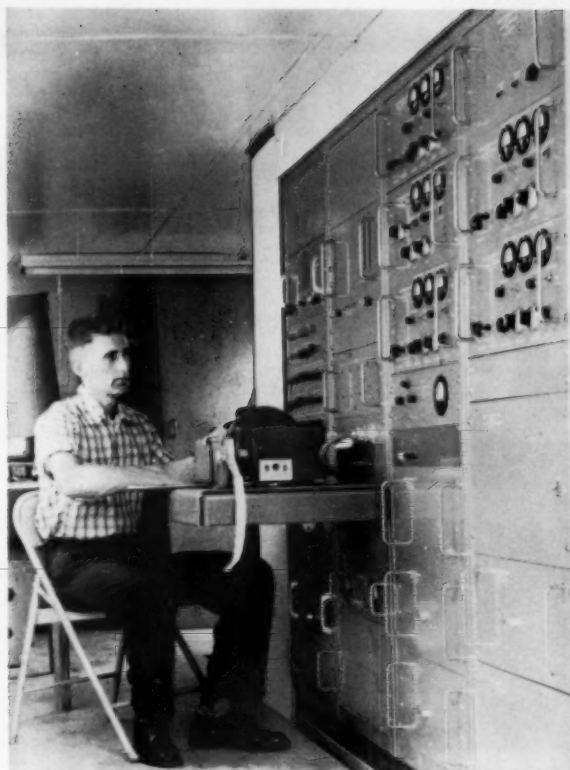
Built especially for the test are six loops of different types, qualities, and depths of highway pavements running along an eight mile right-of-way. Four of these loops stretch end to end, and two run parallel to the four.

The straight sections of the loops contain 836 separate "test sections." These represent nearly

200 different combinations of thicknesses of surfacing, base and subbase material. Half of each test loop is surfaced with portland cement and the other half with asphaltic concrete. Sixteen test bridge spans at four locations are also included.

Building Loop

Building the test loops began in August 1956. The ribbon was cut



Interior view of trailer shows the electronic recording equipment. Readings are punched out on paper tape

This longitudinal profilometer measures changes in the slope of pavements in the wheel paths of test vehicle

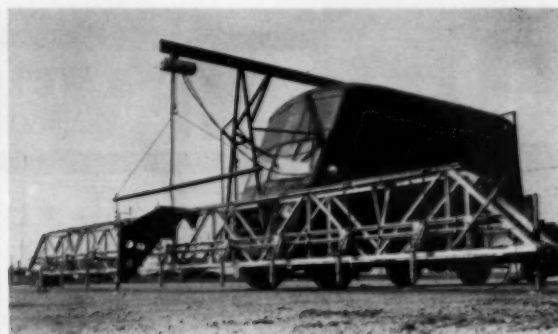


and test vehicles started rolling on Oct. 15, 1958. Meanwhile, every step and stage of the construction had been subject to the most rigid examination. Even the type of roadbuilding equipment used was carefully specified and inspected for uniformity and effectiveness. Of course, soil at various layers under the pavement was subjected to laboratory analysis.

For the full two years during

which the test is to go on, one part of the layout will be completely unused. The condition of this unused pavement will indicate the effects of climate alone on the different kinds of construction represented in this part.

But the rest of the pavement is being subjected to various types of controlled usage and will be frequently examined, with the date annotated.



Transverse profilometer will give a profile of road or measure depth of rutting where surfaces are flexible

Despite snow and sub-zero weather, traffic was kept moving. Testing will continue through the fall of 1960



The schedule provides that day after day, for an average of 18 hours out of every 24, Monday through Saturday, drivers from the U. S. Army Transportation Corps will go around the course, or specified areas of it, at a set speed of 30 miles an hour. These experienced operators are assigned to their jobs as a result of the "cooperation and assistance" given the test by the Department of Defense. The vehicles range from pick-up trucks to the largest made trailers and tractor trailers. Their loads are concrete blocks, with a weight density worked out to make the center of gravity close to what might be an average for loaded trucks on regular highways. Single axle loads range from 2000 through 6000, 12,000, 18,000, 22,400 and 30,000 lb. Tandem axle loads are 24,000, 32,000, 40,000 and 48,000 lb. In each case, the upper limits are above those allowed by vehicle weight laws throughout the states.

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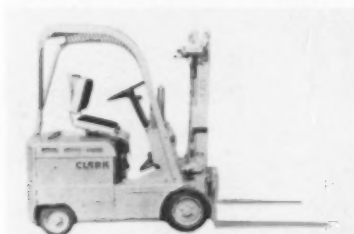
DA

NEW PRODUCTS

... FOR FURTHER INFORMATION

Low Silhouette Fork-Lift

Three battery powered, low silhouette fork-lift trucks capable of double stacking freight in truck trailers are being introduced by Clark Equipment Co. The trucks have seat height of 34 in., overall height of 71



in. Free lift in the upright position permits in-truck stacking as high as 51 in. in a 72-in. high trailer. The trucks are available in capacities of 2000, 3000, and 4000-lb.

Circle No. 35 on Card, Facing Page 51

Industrial Pneumatic Tire

A new industrial pneumatic tire reinforced by thousands of short steel filaments is introduced by United States Rubber Co. It is for use on

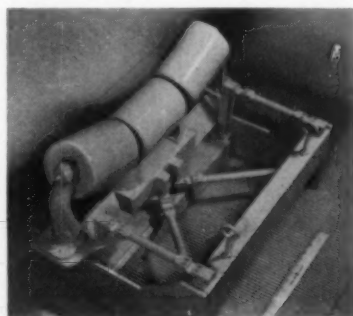


materials handling trucks, industrial tractors, trailers, and other heavy-duty applications. The strong, short lengths of hardened steel filaments are closely interlaced, but individually insulated.

Circle No. 36 on Card, Facing Page 51

Electronic Conveyor Scale

This continuously totalizing scale mounts between strands of any standard flat or troughed belt conveyor from 14 to 72-in. wide. Simple in



design, the scale utilizes an electrical transducer to convert instantaneous load weight into proportional voltages for continuous integration and digital display. Bell Automation Corp. makes the conveyor scale.

Circle No. 37 on Card, Facing Page 51

Vibrating Car Shaker

This unbalanced-motor vibrating car shaker will speed the unloading of railroad hopper cars containing coal, sand, gravel, rock, and other

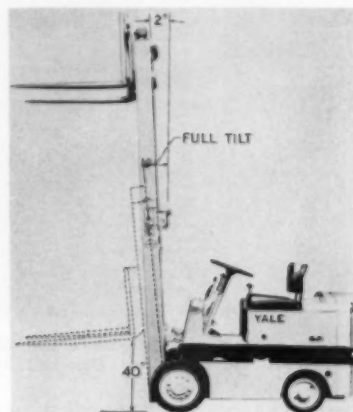


bulk materials. It is useful in any receiving spot where bulk materials are received from rail cars. The vibrator is hung on the side of the car. Cars need not be uncoupled. Syntron Co. is the manufacturer.

Circle No. 38 on Card, Facing Page 51

Automatic Tilt Restrictor

A mast tilt restriction mechanism is offered by The Yale and Towne Mfg. Co. The device can be applied to both gasoline and electric-powered industrial trucks made by this com-

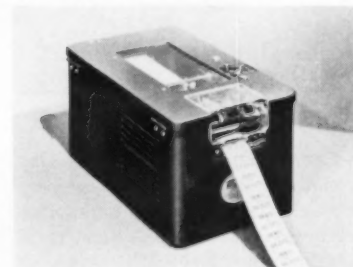


pany. The device makes it impossible to tilt a load forward farther than the prescribed limit in the raised position. It does permit full forward tilt of the load close to the ground where no possible safety hazard exists.

Circle No. 39 on Card, Facing Page 51

Table Top Printer, Labels

W. H. Brady Co. makes this automatic label printer that simultaneously prints, die-cuts, and dispenses pressure-sensitive labels from any



liner-mounted roll tape. Tape is processed at 110 average size labels per minute. All labels are produced ready to use. Storage and inventory are eliminated. The ink is smudge-proof, requires no drying time after printing.

Circle No. 40 on Card, Facing Page 51

and EQUIPMENT

PLEASE USE READERS' SERVICE CARD • • PAGE 51

Sliding Pipe Railing

To construct a warehouse balcony railing, pipe is simply cut to length, clipped into special fittings, and fastened securely by recessed set screws with the help of a small hex wrench. Hollaender Mfg. Co., explains that base fittings are fastened



to the floor with screws. When space is needed for loading, a whole section can be lifted out in two minutes. The sections are constructed of aluminum.

Circle No. 41 on Card, Facing Page 51

Back-Up Alarm, Lift Trucks

The E. D. Bullard Co. currently is offering a self-contained safety alarm for use with fork-lift trucks and other vehicles. The alarm operates independently of electrical circuits or the speedometer. Hammers strike bell



with the turn of the wheel when vehicle is in reverse. The fork truck alarm can be obtained in models which signal when truck is moving forward, backward, or both.

Circle No. 42 on Card, Facing Page 51

Automatic Power Charger

A fully automatic power charger designed for fork lift batteries and other industrial applications is announced by Motor Appliance Corp. The charger is adaptable for charging lead acid batteries in lift trucks,

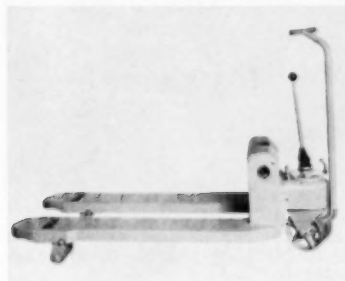


personnel carriers, other heavy-duty electric utility vehicles. Models are available for 6, 12, and 18-cell batteries. A precise terminal voltage relay makes the automatic feature possible.

Circle No. 43 on Card, Facing Page 51

Polyurethane Wheels

Polyurethane composition wheels are standard equipment on the 2500-lb capacity double-faced pallet lift truck introduced by The Colson Corp.

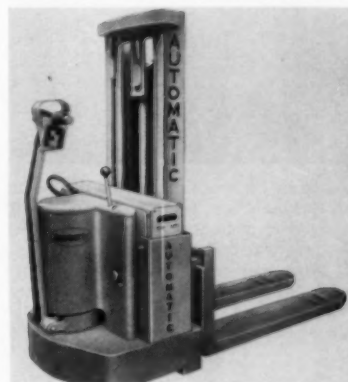


The polyurethane wheels are rated at five times the service life of rubber. They are highly resistant to abrasives, have load capacities of steel wheels, resist permanent set under load, and are impervious to most chemicals and solvents except acids.

Circle No. 44 on Card, Facing Page 51

Fork-Over-Arm Stacker

A new light-weight fork-over-arm stacker has been developed by Automatic Transportation Co. The stacker can work with either single or double

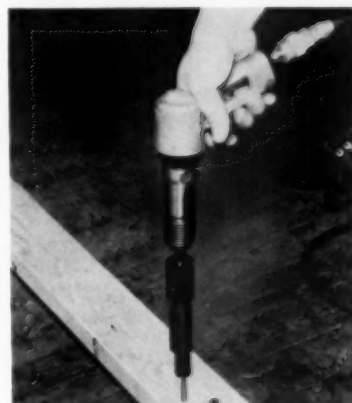


deck block-type pallets or skids. It is capable of performing at maximum efficiency in narrow aisles and on floors unsafe for other operations. The model is available in 2000, 4000, and 6000-lb capacities.

Circle No. 45 on Card, Facing Page 51

Air Hammer Nailer

A new line of nailing attachments for its air hammers is announced by Superior Pneumatic and Mfg., Inc.



The nailer is designed for use with from 8 to 60-penny nails and 8, 10, or 12-in. spikes.

Circle No. 46 on Card, Facing Page 51
(Please Turn Page)

New Products and Equipment

(Continued from Preceding Page)

Rail Dock Enclosures

Reeves Brothers, Inc. has introduced a dock enclosure which is claimed to be trouble-free and completely weatherproof. Connecting



rail car with warehouse, the enclosure guides building heat into the car to make working conditions comfortable. The enclosure is provided with flaps at sides and top. Flaps are tied to inside of car to close gaps between enclosure and car.

Circle No. 47 on Card, Facing Page 51

Travel Time-Speed Recorder

The Service Recorder Co. is accepting orders for its new speed recorder. The basic time record is made by a motion-activated stylus. It traces narrow or broad lines around a waxed chart which is turned by a clock device. Another stylus linked to the speedometer cable inscribes a speed-

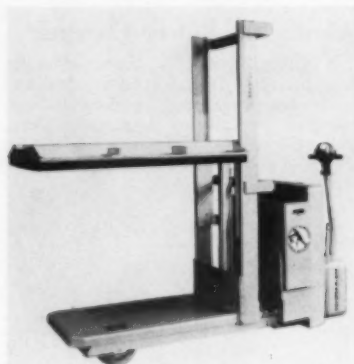


graduated section of the six-inch chart. A third stylus traces the mileage covered on 24-hr or three-day charts in 10-mile sawtooth progressions. Speed, time, and mileage records are kept automatically. A push button speed limit selector is the only concern to driver. A red light goes on when speeds of 25, 35, 50, or 60-mph, for example, are exceeded.

Circle No. 48 on Card, Facing Page 51

Walkie Load Stabilizer

A load stabilizer attachment adapted for use with its low-lift walkie line is announced by Lewis Shepard Products, Inc. The stabilizer is hydraulically operated from the handle and clamps down on top of the

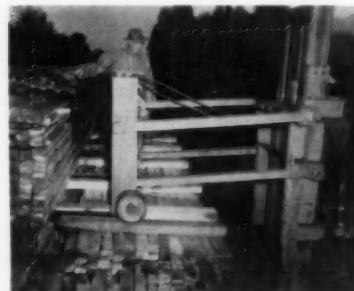


load. Various clamping heights may be furnished to suit the height of the load by the adjustable top clamp arm. Sponge-lined pads clamp down on any material and hold it firmly in place while load is transported.

Circle No. 49 on Card, Facing Page 51

Flatcar Side Unloader

With the attachment shown here, one fork truck can handle loading and unloading of a flatcar's contents. Using this attachment, made by Hyster Co., the operator first extends the load apron using hydraulic power. To fully extend forks, he lowers the load carriage as the apron rolls



across the car on steel wheels. When forks are positioned under the load, hydraulic cylinders on the apron raise the forks. Then the load is lifted clear. Raising the carriage retracts the load back to the truck. Fully retracted, the load apron locks securely to the carriage and the truck can be used as a conventional forklift.

Circle No. 50 on Card, Facing Page 51

Electric Light Hauler

The new Cushman Motors' heavy-duty electric truck is capable of handling a 1000-lb payload plus an operator and passenger. Its 45% by

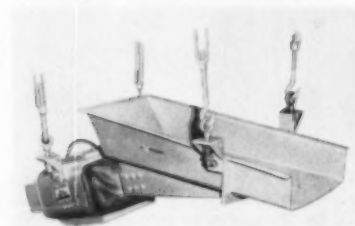


61½-in. flat bed can be equipped with stake racks. It will travel up to 50 miles without recharging. It will operate in 50-in. passageways. The truck has two forward speeds, 6 and 10 mph. One reverse speed, 6 mph.

Circle No. 51 on Card, Facing Page 51

Large Load Vibratory Feeder

With a capacity rated at 50 tons per hour, this vibratory feeder offers manufacturers and processors a unit developed to meet a wide range of

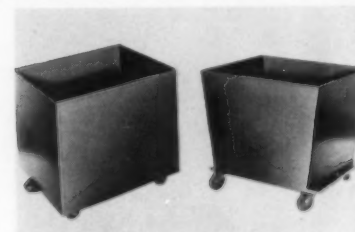


heavy materials handling problems. Eriez Mfg. Co. makes this feeder. It has an electro-permanent magnetic drive system which operates directly from alternating current without a rectifier. It uses epoxy-boned fiberglass.

Circle No. 52 on Card, Facing Page 51

New All-Steel Carts

Lynn Corp. is presenting two all-steel carts for light and heavy-duty hauling in warehouses and plants. Light-duty units have capacity up to



350-lb. Heavy-duty carts are available with 800 and 1200-lb capacity. Large, free-rolling, ball bearing, swivel casters permit easy movement in any direction.

Circle No. 53 on Card, Facing Page 51

Non-Skid Paper for Bags

A new type of anti-skid paper which gives maximum protection against slippage of multiwall bags during transit or storage is available from Scott Paper Co. When used for exterior ply of multiwall bags, the stock provides a gripping surface more tenacious than other non-slip coated papers.

Circle No. 54 on Card, Facing Page 51

Lever Hoist

New lever bars and handles are provided by Thern Machine Co. on its lever hoists. The lever bar makes operations easier and adds sideways

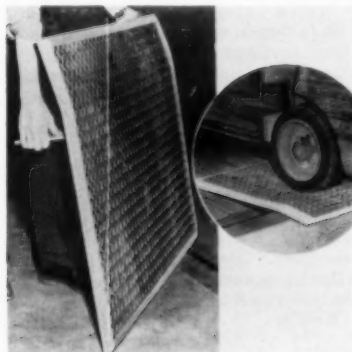


rigidity to the handle. Full control of lifting or lowering is obtained by turning, once, the control knob on the lever bar side.

Circle No. 55 on Card, Facing Page 51

Truck Dock Plates

A new line of light-weight dock plates from Magline, Inc., features safety tread surfaces for maximum power truck traction. The plates are available in standard 48-in. widths, from 24 to 60-in. long. Load ratings

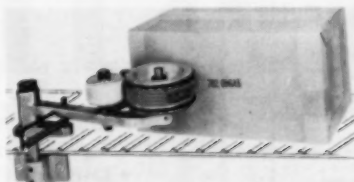


for the plates range from 1000 to 5000-lb axle load. Other features are positive position stops for secure locking, beveled edges, and crowned construction. Edges have bright yellow marking.

Circle No. 56 on Card, Facing Page 51

Conveyor-Line Marker

This friction-operated self-inking conveyor-line marker is being introduced by Pryor Marking Products.

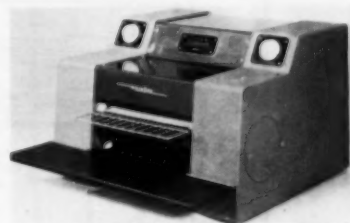


Attached to the conveyor line or case sealer, the automatic marker imprints changeable data such as codes, dating, and trademarks on cartons, bags, rolls, cans, and drums.

Circle No. 57 on Card, Facing Page 51

Card-to-Card Printer

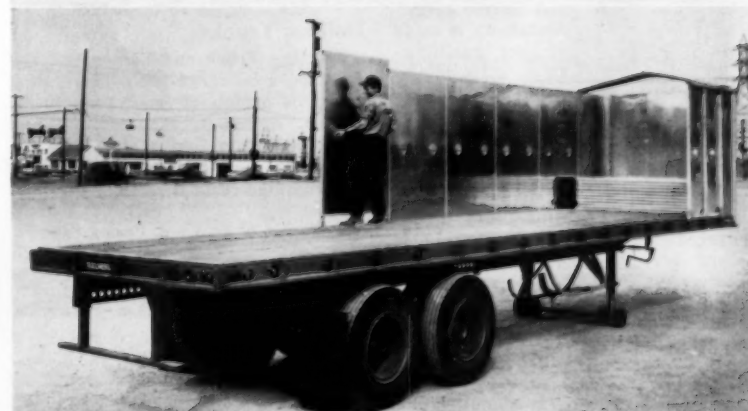
This card duplicator is produced by Microline Products Group of General Aniline and Film Corp. It can dupli-



cate Ozalid cards and standard film sort cards in quantity. The process is said to offer high quality.

Circle No. 58 on Card, Facing Page 51

All-Purpose Flatbed Trailer

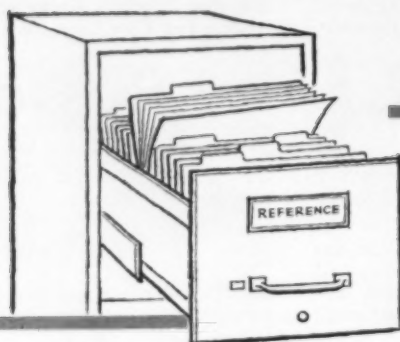


An all-purpose flatbed trailer is introduced by Trailmobile, Inc. Through use of high-strength steel and design features, weight has been cut 1500 lb. Approximate weight for the new 35-ft trailer is 8500 lb. Payloads up to 50,000 lb are possible. The trailer, with its convertible feature and versatility as to running gear, offers the possibility of quick conversion for

moving general commodity freight on return trips. One man can accomplish conversion. The trailer is equipped with stake pockets which hold lightweight aluminum racks for quick conversion to an open top. The nose section is bolted permanently in place. Racks are stored behind the nose section.

Circle No. 59 on Card, Facing Page 51

DISTRIBUTION AIDS



- Catalogs
- Specifications
- Directories
- Case Studies
- Reports

Coal Service Directory

The New York Central Railroad has issued a new coal service directory. It consolidates comprehensive information on coal production in the 12 major areas served by the railroad in one book. An individual map for each of the coal-producing areas features a grid reference system to locate any mine at a glance. The book has 94 pages and is illustrated. It identifies any source or type of coal needed by both the name of the mine and producing company.

Circle No. 60 on Card, Facing Page 51

Containerized Handling



Unitized system of materials handling involving heavy-duty fork-lift trucks and steel cargo containers is said to keep handling steps at a minimum in information from Tow-

motor Corp. The firm's new handling system, in use by a transportation company serving Alaska, is described in a new materials handling survey just released. Containers are filled, delivered to the dock, and loaded aboard a cargo-carrying vessel at Vancouver. At Skagway they are placed aboard railroad cars for transshipment to Whitehorse. There, they are delivered by truck to local consignees, or sorted for delivery to customers at other highway points.

Circle No. 61 on Card, Facing Page 51

Transloading Explained

A guide to transloading privileges available to you via the Frisco Railway at Memphis, Tenn., and Springfield, Mo., is now available. The guide contains a map of the railroad's coverage, a description of transloading, and a list of company offices.

Circle No. 62 on Card, Facing Page 51

Industrial Truck Catalog

Of particular interest to all present or prospective users of powered industrial trucks is a new catalog published by The Elwell-Parker Electric Co. The 12-page offering classifies truck types under six categories. Within each category complete specifications for all models are included.

Circle No. 63 on Card, Facing Page 51

Hoist Safety Chart

Measuring approximately 17 by 20 in. is a new safety chart on the use of hoists. It has been produced in two colors by Manning, Maxwell, and Moore, Inc. The center of the chart has a large cutaway view of a hoist's "insides." A series of cartoons surround the cutaway picture to illustrate hoist applications properly.

Circle No. 64 on Card, Facing Page 51

Dollies, Trucks

Nutting Truck and Caster Co., has released a brochure with information on its 44 models of two-wheel trucks, dollies, wagon trucks, casters, and jacks and semi-live skids. Also included are complete specifications on demountable rubber-tired pneumatic wheels.

Circle No. 65 on Card, Facing Page 51

Fire Extinguishers



American La-France is making available a brochure picturing and describing its line of portable fire extinguishers and accessories for plant and office use. Carbon dioxide, dry chemical, soda-acid, foam, vaporizing liquid, pressurized water, and anti-freeze extinguishers and wheeled engine units are described.

Circle No. 66 on Card, Facing Page 51

Your Long Distance Move

Long distance moving services provided for you by Wheaton Van Lines, Inc., are described in a new three-color leaflet. Personal services are highlighted.

Circle No. 67 on Card, Facing Page 51

Rail Directory

The directory of initial and off-line railroad traffic offices and representatives, Chicago, Ill., is available from the Akron, Canton, and Youngstown Railroad Co.

Circle No. 68 on Card, Facing Page 51

Steel Product Packaging



New literature from Signode Steel Strapping Co. covers 11 ways to reduce costs and improve packaging of steel. It highlights some of the more successful

packaging operations in the steel and steel fabricating industry today. The folder is a story of how to make steel products cost less to handle, store, ship, and receive.

Circle No. 69 on Card, Facing Page 51

Sea-Land Services

A door-to-door freight shipping operation serving Eastern and Southern states, and Puerto Rico, tl or ltl, is releasing a listing of its rates and schedules. Sea-Land Service, Pan-Atlantic Steamship Corp., is offering the information.

Circle No. 70 on Card, Facing Page 51

Lift—Truck Features

Fresh from Allis-Chalmers is a brochure describing its array of fork-lift trucks for various materials handling applications. Specifications and dimensions are included.

Circle No. 71 on Card, Facing Page 51

For prompt service, use the postage-free postcard provided to obtain **FREE LITERATURE** and **NEW PRODUCT** information described in this issue. All material on these pages is **FREE** unless otherwise noted.

Cold Storage Directory

Affiliated Cold Storage Companies, Inc. has released its 1959 directory of member organizations. The 1959 directory of Affiliated's member warehouse companies is available now also.

Circle No. 72 on Card, Facing Page 51

Agricultural Exemption

During the two-year period, 1956-1958, when interstate trucking rates and routes for frozen fruits and vegetables were exempt from Federal regulation, motor carrier rates were reduced and service was improved, according to a nationwide survey of processors. The findings of this survey have been released in a report issued by the U. S. Dept. of Agriculture. The report is titled, "Interstate Trucking of Frozen Fruits and Vegetables Under Agricultural Exemption."

Circle No. 73 on Card, Facing Page 51

Ball Bearing Trolley Book

Ball Bearing trolleys and how they work in maintaining the efficiency of trolley conveyors are described in detail in a new book published by Link-Belt Co. It contains 20 pages of specific data on the types and sizes of trolleys available; selection of new trolleys and attachments; and the replacement of units in existing installations.

Circle No. 74 on Card, Facing Page 51

Unitized Metal Conveyor

New literature from M-H Standard Corp. highlights Armorbelt, the company's unitized all metal conveyor. Produced on a background of light green, the booklet shows in-action photographs and explains such points as automatic takeup, assembly, alteration ease, and low friction surface.

Circle No. 75 on Card, Facing Page 51
(Please Turn to Page 112)

Literature from the Advertisements

Listed below are brief descriptions of catalogs, brochures, booklets and other literature offered by advertisers in this issue of **DISTRIBUTION AGE**. To get your copies of the items offered, simply circle the appropriate number on the Reader Service Card, facing Page 51.

Lift-Truck Information

Why users select Allis-Chalmers lift truck is explained by literature from the company. Circle No. 7.

Protection Service

American District Telegraph's complete protection service includes warning system and alarm inspection. Circle No. 17.

Elevating Trucks

Increasing work output while cutting costs is the story told in brochure from The American Pulley Co. Circle No. 16.

Lift Power Package

Advantages of the Dynamotive power package are told in Automatic Transportation Co. data. Circle No. 20.

Casters for Warehousing

Bond Foundry and Machine Co. is offering a 68-page catalog of truck casters. Circle No. 18.

Car Location Service

CLIC, Chesapeake and Ohio Railway's system-wide teletype for locating cars is subject of booklet. Circle No. 21.

Car Reporting System

A booklet by the Chicago and North Western Railway tells of Car-Fax, its electronic car-reporting system. Circle No. 22.

Lift-Truck Leasing

Clark Equipment Co. explains its plan for leasing industrial trucks in new booklet. Circle No. 5.

Jet Cargo Flights

Continental Airlines is introducing its Golden Jet Cargo Service this spring. Circle No. 23.

Electric Truck

Illustrated literature on Cushman's Electric Truckster, with half-ton payload, is available. Circle No. 15.

Pallet Racks

A catalog of Equipment Manufacturing Co.'s adjustable pallet racks has been published recently. Circle No. 9.

Pneumatic Dunnage

Firestone Industrial Products Co. is offering literature on its Air-Blok inflatable dunnage. Circle No. 11.

Van-Body Trailers

A variety of components can be combined by Freuhauf to give you the trailer you need. Circle No. 4.

Van-Line Service

Information to help in planning the movement of personnel or equipment is offered by Global Van Lines, Inc. Circle No. 25.

Industrial Tire Study

Information on a free analysis of your industrial tires has been prepared by B. F. Goodrich. Circle No. 8.

Truck Routing Guide

Gordons Transports, Inc., serving major cities in the South, is offering a routing guide. Circle No. 26.

New Lift-Truck Control

Bulletin 1679 from the Hyster Co. explains its new Monotrol, new pedal arrangement that controls direction and speed. Circle No. 2.

Fork-Truck Folder

"Mobilift with Inching Control" is a new folder published by the Lamson Mobilift Corp. Circle No. 12.

Lift-Truck Catalog

Lewis-Shepard is offering copies of its "L-S Master Line Catalog." Circle No. 3.

Motor Carrier Service

McLean Trucking Co. is offering information on truck load and ltl shipments. Circle No. 27.

Maneuverable High-Lift

Moto-Truc's Magic Circle steering gives high stacking stability with full 90-deg turns. Circle No. 1.

Nationwide Moving

National Van Lines, Inc., has prepared literature for new agents and information on its long-distance moving service. Circle No. 28.

Floor-Truck Wheels

Nutting free-wheeling, demountable rubber-tired wheels are described in a new bulletin. Circle No. 10.

Adjustable Racks

Palmer-Shile is producing a standard size Series 60 adjustable storage rack. Circle No. 6.

Port News Magazine

Free copies of its news magazine, "Harbor Highlights," are available from the Port of Long Beach. Circle No. 19.

Air Freight Shipping

A free booklet from United Air Lines tells shippers how to save money while improving service. Circle No. 29.

Elevating Tailgates

Two new elevating tailgates have been introduced by H. S. Watson Co. Circle No. 14.

Rail Shipment Protectors

Youngstown Steel Car Corp. tells how its Safe-Cargo equipment cuts cost of unloading rail cars. Circle No. 13.

A New Look at Lading

Trucks, not subject to coupling collisions, have other

MOTOR trucks are not subject to coupling collisions. But other operating procedures may account for the displacement of the load.

Maximum brakeage will retard a motor truck as much as 25 ft/sec/sec on dry pavement, but once it goes into a skid, its deceleration cannot exceed 15 ft/sec/sec. The movement of loose freight in a motor truck incidental to a sudden change in velocity is similar to displacement in railroad car switching.

For example, two 50-lb flat boxes are resting one on the other on the bed of a truck which is operating on a level stretch at 40 mph. The coefficient of kinetic friction at the floor level is 0.40. Between the two boxes it is 0.37.

An emergency application of the brake slows the truck to 35 mph, and at that instant it goes into a skid. The truck continues to skid until its velocity has been reduced to 25 mph. At that moment the brake is released so that it continues on at a constant 25-mph rate.

How much do the boxes move with respect to the truck, with respect to the earth, and with respect to each other?

The movement of the two boxes within the truck is analyzed in Table 3. It should be noted that the over-

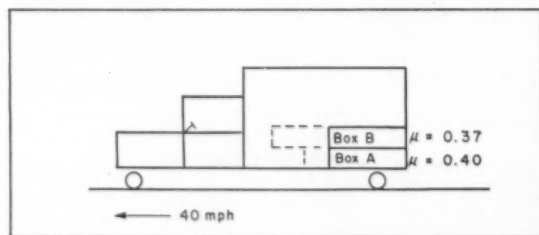


Fig. 9—Side view of truck shows the forward shift of loose freight resulting from application of the brakes

all event, which consumes 1.85 seconds, has four phases:

Phase 1. The period of maximum brakeage during which the truck slows down from 40 to 35 miles per hour at the rate of 25 ft/sec/sec.

Phase 2. The period of the skid during which the velocity of the truck is further reduced to 25 miles per hour at the rate of 15 ft/sec/sec.

Phase 3. The interval during which both boxes

slow down at two different rates with respect to the truck and with respect to the earth.

Phase 4. The split second during which the top box only is slowing down with respect to the truck and the earth.

If both friction coefficients were 0.40, the two boxes would slide as one unit through a distance of 6.24 ft in 1.71 seconds.

But the upper coefficient is 0.37 (0.03 less than the coefficient at the floor level). Therefore, the bottom box slides only 4.93 ft while the displacement of the upper box with respect to the truck increases to 7.77 ft.

Where a minus sign precedes the acceleration in Table 3, it indicates deceleration.

During the first two phases, the upper box accelerates with respect to the lower box while the lower box is accelerating with respect to the truck.

In the third phase, when the truck is operating at a constant velocity, both boxes are decelerating, but not at the same rate. Thus there is a positive acceleration of the upper box with respect to the lower box.

The lower box comes to rest at the end of the third phase, but the upper one continues to slide for another 0.26 seconds.

The forward shift in a motor truck can be damaging. In tractor trailer units the trailers usually slope to the rear due to a differential in tire sizes, to an artificial build-up under the fifth wheel, or to uneven weight distribution.

Drivers prefer a 2 to 2½ per cent slope because it has the effect of preventing or reducing any shift of the load toward the head end. With sufficient slope, vibratory motion may cause the load to slide back to the tail gate.

Such a shift in a tractor-trailer unit is not apt to result from sudden starting. The motor usually will stall if the operator engages the clutch too quickly.

But sudden starting of a straight truck, especially one of the lighter ones, can cause part or all of the load to slide off on to the ground.

Zones of Damage

Even stacking of shipping containers in order to take advantage of their maximum supportive strength

By Boris P. Rosanoff

Damage

forces which shift loads

is often an important consideration. Shifting of one layer on the other can impose weight directly on the weaker elements of the lower layer containers, and if their tops have sufficient flexibility, overhead weight may fall directly on the product itself. Damage from vertical vibration may result.

The greatest damage to motor freight loadings occurs in the last stack with severity diminishing in

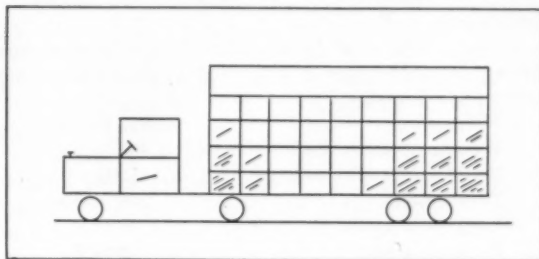


Fig. 10—Damage to motor freight from vertical shocks
the stacks just ahead. There is practically no damage from paving deficiencies immediately in front of the tandems.

Further damage, however, may appear over the driving wheels of the tractor.

Lateral Displacement

The force which comes into play when a truck rounds a curve can cause the load to shift laterally.

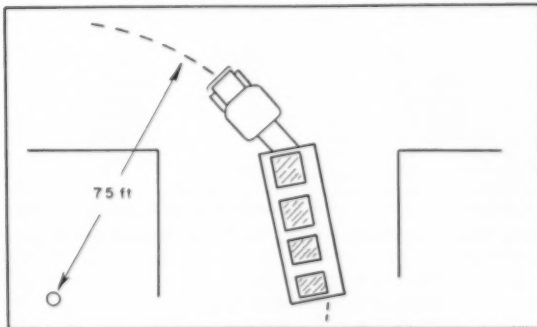


Fig. 11—Overhead view of tractor and trailer at intersection. With a coefficient of kinetic friction of 0.2, a 15-mph speed will cause load to shift, producing damage



The result is an imbalance and a serious operating hazard. The tendency to shift laterally is opposed by frictional forces at each level.

A truck carrying a loose load can take a flat curve with a 75-ft radius at 21 mph when the coefficient of static friction is 0.40 or higher between each two layers and at the floor level.

But if the coefficient is only 0.2, a 15-mph speed on the same curve is sufficient to break the static friction. The resulting load dislocation may cause the vehicle to overturn.

Solid Boxcar Loads

The solidly loaded car is perhaps more representative of actual railroad operation than the loose packages which were considered in earlier examples.

Longitudinal compression produced by coupling collisions may be more damaging to a solid load than impacts of loose pieces in another car against intervening obstructions.

This compressive force can be partially or totally offset by the protective force of friction or by compartment gates. In other words, the principles already presented are quite applicable to situations where there can be little or no longitudinal displacement.

One method of gauging the ability of packages to resist longitudinal compression would be to impose overhead weight on a number of samples taken from a particular lot.

The overhead weight should be gradually increased until the bottom packages begin to buckle.

The rectangular containers which make up the homogeneous loads represented in the examples that follow are assumed to have a uniform weight of 53.36 lb and each is assumed to measure 2 ft in length.

Several packages selected at random are stood on
(Please Turn Page)



Helical springs in the piggyback tie-down equipment would protect against yard impacts. The slack action of the assembly would let trailer roll forward after draft gear was fully compressed. Slack in present tie-down cuts damage

... Lading Damage

(Continued from Preceding Page)

end. Identical packages from the same lot are then superimposed on the samples as in Fig. 12.

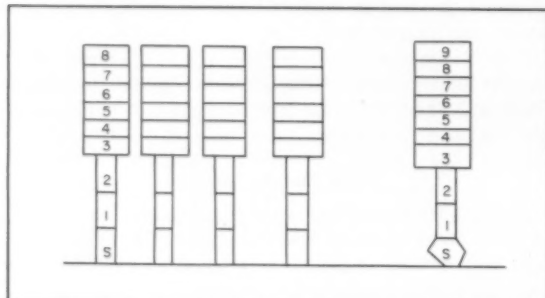


Fig. 12—Samples at bottom will support eight similar boxes (427 lb) momentarily. Ninth breaks sample

A series of such tests is the means of determining that the packages under test will support 427 lb, but only for a moment before breaking down.

It follows that when loaded lengthwise in a car each package will withstand an evenly distributed thrust of 427 lb from coupling impact without collapsing.

This information makes it possible to predict the amount of damage from switching impacts and to suggest methods of correction.

Load Compression

The compression induced in a load by coupling collision acts only during the period of the draft gear closure. The hypothetical loads which will be considered here consist of the 2-ft rectangular packages already tested to stand 427 lb.

All packages are loaded lengthwise on bottoms, seven across and five high. In every example the

friction coefficients are assumed to be the same at all levels.

The force produced by the switching impact is evenly distributed over the ends of the individual containers.

A 40-ft carload of packaged freight with the following characteristics is subjected to an 8.2-mile impact at the B end:

Net weight	37,352 lb
Weight of each stack	1,868 lb
Weight of each package	53 lb
Total count	700 pieces
Length of load	40 ft
Package length	2 ft

If the coefficient of friction is 0.20 at each of the five levels in the load, all packages in the first stacks will break down, i.e., 350 packages or 50 per cent of the load will be damaged.

There will be no damage in the 11th or in succeeding stacks because the maximum longitudinal force which acts against the end of each package in that section of the load is less than 427 lb.

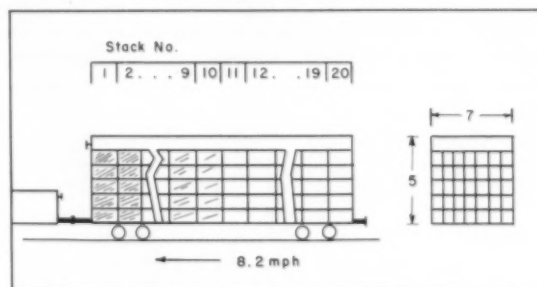


Fig. 13—Damaging effect of an 8-mile impact in rail car

- When $\mu = 0.20$, 10 stacks are damaged
- When $\mu = 0.30$, 8 stacks are damaged
- When $\mu = 0.50$, 2 stacks are damaged

EDITOR'S NOTE—Equations explaining the forces at work in impact, a key to the symbols used in this article, and an explanation of draft gear closure were published on Page 41 of the April issue.



Two motor trucks complete 90-deg turns at intersection. With a low friction coefficient, load may shift at 15 mph

If the coefficient of kinetic friction is increased from 0.20 to 0.30 at all levels, damage will not occur beyond the first eight stacks at the B-end.

This one-point increase in the frictional coefficient has the effect of reducing the number of damaged pieces from 350 to 280. A further increase in the coefficient to 0.50 will restrict the damage to the first two stacks. Only 70 pieces will be damaged.

The Divided Load

If a 40-ft load is divided into two 20-ft lengths by means of a rigid car width cross member secured to the car, an 8-mph switching impact will inflict no damage on the load even with the friction coefficient reduced to 0.20.

With such a loading arrangement, the pressure distributed over the ends of the individual packages at the extremities of the two sections cannot exceed

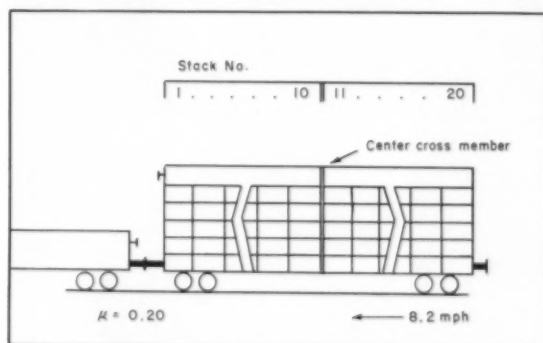


Fig. 14—In a 40-ft car, a center cross member secured to car will prevent any damage from an 8-mile impact

390 lb. The packages can resist this without deformation.

Center braces secured only to the load for the purpose of consuming marginal space prevent disarrangement without preventing damage from longitudinal compression.

(Please Turn to Page 76)

TABLE 3. Displacement of Two 50-lb Boxes in a Motor Truck Resulting from Emergency Brake Application

Between the two boxes: $\mu = 0.37$

At the floor level : $\mu = 0.40$

Frame of Reference	Initial Velocity ft/sec	Acceleration ft/sec/sec	Final Velocity ft/sec	Distance ft
Phase 1 — 0.293 sec. Maximum brakeage				
1. Truck vs earth	58.67	-25.00	51.33	16.13
2. Lower box vs truck	0	+11.15	3.27	0.48
3. Lower box vs earth	58.67	-13.85	54.60	16.61
4. Upper box vs lower	0	+1.93	0.57	0.08
5. Upper box vs truck	0	+13.08	3.84	0.56
6. Upper box vs earth	58.67	-11.92	55.17	16.69
Phase 2 — 0.978 sec. During skid				
1. Truck vs earth	51.33	-15.00	36.67	43.02
2. Lower box vs truck	3.27	+1.15	4.40	3.75
3. Lower box vs earth	54.60	-13.85	41.07	46.77
4. Upper box vs lower	0.57	+1.93	2.46	1.48
5. Upper box vs truck	3.84	+3.08	6.86	5.23
6. Upper box vs earth	55.17	-11.92	43.53	48.25
Phase 3 — 0.318 sec. Constant 25-mile rate				
1. Truck vs earth	36.67	0	36.67	11.65
2. Lower box vs truck	4.40	-13.85	0	0.70
3. Lower box vs earth	41.07	-13.85	36.67	12.35
4. Upper box vs lower	2.46	+1.93	3.07	0.88
5. Upper box vs truck	6.86	-11.92	3.07	1.58
6. Upper box vs earth	43.53	-11.92	39.74	13.23
Phase 4 — 0.258 sec. 25-mile rate continued				
1. Truck vs earth	36.67	0	36.67	9.45
2. Lower box vs truck	0	0	0	0
3. Lower box vs earth	36.67	0	36.67	9.45
4. Upper box vs lower	3.07	-11.92	0	0.40
5. Upper box vs truck	3.07	-11.92	0	0.40
6. Upper box vs earth	39.74	-11.92	36.67	9.85

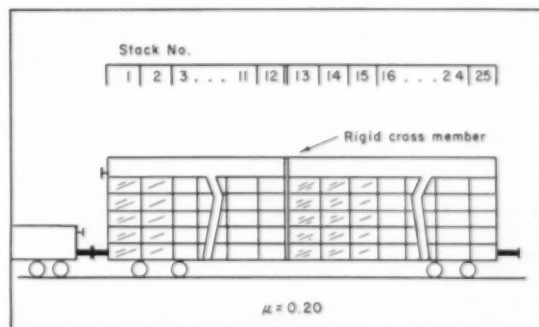


Fig. 15—In a 50-ft car, a single cross member secured to the car between the 12th and 13th stacks reduces the damaging effect of an eight-mile impact by 67 per cent

FOR YEARS, the byword in surface transportation of freight has been, "the longest haul is the one across the dock." For years, we have been trying to cut the time it takes for that challenging haul.

The job was tackled in all of its steps—break bulk, sort stage, and load. Now, we believe that, for this particular operation, we have reached a high degree of efficiency. For example, a three-man night crew at our Stratford, Conn., terminal can receive 75,000 lb of ltl freight.

This result has been achieved principally by means of a mobile bin system of handling ltl freight adopted when we consolidated our Connecticut operations.

New Terminal

These operations now are centered in a \$175,000 terminal. The facility services an area which is bordered on the west by Stamford, north by Hartford, and east by New London.

Located on a plot of six acres, this 20-door terminal has over 8400 sq ft of dock area and 1200 sq ft of office space. The terminal



By Vincent Boody
*District Manager
Wilson Freight Forwarding Co.*

manager is Joseph Kelly. He has been in charge of Connecticut operations since 1951.

Mobile bins are two-deck, four-wheel carts enclosed by a framework on three sides. They have become a common unit for handling and holding freight on the dock and in trucks assigned to city pickup and delivery.

Time Reduced

This handling system was designed with our customers in mind, since the time at his platform is reduced through the roll-

Mobile Bins

A three-man night crew can

on roll-off principle and the chance of cargo damage is lessened through fewer handlings.

Outbound shipments are loaded in bins upon pickup. They remain in the bins even when they are loaded on road units for delivery. Inbound shipments receive similar treatment.

The system extends the usual four-wheel cart dock system to the shipper's plant or consignee's warehouse. The initial design of the cart and its holding device has been improved recently.

The modified truck retains all

Newer model of mobile bin, now being tested, has shelves which can be folded up to nest in storage



Bin, of new design, is rolled into van, hooked into rail on trailer wall, and then locked to the floor for transit



Answer Terminal LTL Problem

receive an average of 75,000 lb of ltl freight with this new equipment

the advantages of the original bin but incorporates several new features. Folding shelves permit empty trucks to be nested to reduce storage space. A unique locking device permits the mobile bin to be hooked into a rail mounted around the inside of the highway truck, giving it added security.

The Stratford terminal in which we first used these bins is designed as a multi-purpose building with a 16-ft ceiling. This multi-purpose design, in addition to improving our working conditions, also has improved the loan

value of the East Coast property.

Freight is stripped onto the mobile bins, no more than one shipment being assigned to a bin. The bin then is pushed to an open spot in the staging area and a record of the location made on the freight bill. The employee placing the bin initials the bill.

Among the other terminals which may eventually be tied to the bin system are Chicago, Cleveland, Columbus, Dayton, Cincinnati, Toledo, Pittsburgh, Erie, Louisville, Lexington, and Nashville. ●



Shipment, still in its original bin, is rolled out to the truck

Staging area, where incoming bins are placed, is marked with numbers



Interior of highway truck shows bins on left with large pieces of cargo stowed on the truck floor to the right

Loaded bins wait in Stratford terminal for highway truck that will carry them



Marking on the freight bill (bottom center) indicates where the bin is located in terminal. A-2 is spot. The (2) indicates packages. NS is employee

5	<small>TERMINALS—</small> BALTIMORE, MD. PITTSBURGH, PA. NEW YORK, N. Y. BOSTON, MASS. NEW YORK, N. Y. NEW YORK, N. Y. BIRMINGHAM, ALA. PHILADELPHIA, PA. PITTSBURGH, PA. CINCINNATI, OH. PHILADELPHIA, PA. PITTSBURGH, PA. CLEVELAND, OH. PITTSBURGH, PA. PITTSBURGH, PA. COLUMBUS, OH. PITTSBURGH, PA. PITTSBURGH, PA. DAYTON, OH. PITTSBURGH, PA. PITTSBURGH, PA. ERIE, PA. PITTSBURGH, PA. PITTSBURGH, PA.		5
	WILSON FREIGHT FORWARDING CO., Inc. GENERAL OFFICES - CINCINNATI, OHIO Pro. (CT) 308213		
CONSIGNEE, ADDRESS AND DESTINATION WILSON FREIGHT FORWARDING CO. CINCINNATI OHIO		SHIPPER, ADDRESS AND ORIGIN WILSON FREIGHT FORWARDING CO. STRATFORD CONN.	
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Handling Show, Conference In Cleveland June 9-12

AMHS with cooperative endorsement of SAM and ASME will
hold panels covering management, engineering, and applications

THE TOOLS and techniques of materials handling will come up for inspection June 9-12 when The Material Handling Institute's Exposition will be held in Cleveland Public Auditorium.

The tools, placed on exhibition by well over 200 manufacturers and associations, will offer industry a wide selection for solving its problem of improving the movement of materials.

The techniques will be discussed at conferences which run concurrently with the show. On

Tuesday, with the Society for Advancement of Management sponsoring the program, Fred E. Harrell, of Curtiss Wright Corp., will be the speaker. Warren King, of McGraw-Hill Publishing Co., will be chairman.

MHI Day

On Wednesday, the Materials Handling Division of the American Society of Mechanical Engineers will sponsor the program.

Two sessions will run concurrently. The chairmen will be A. T.

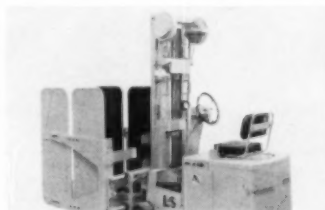
Gaudreau, of Gaud-Reau Associates, and Professor Byron Saunders, of Cornell University.

Thursday, Norman Shaffer, of Western Electric Co., will be the speaker. The American Material Handling Society, Inc., is the sponsor.

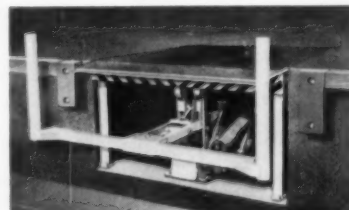
Following is a partial list of exhibitors who will be represented at the Exposition. For additional information on the equipment they will be displaying, circle the appropriate number on the Reader Service Card.



Nutting Truck and Caster Co. will feature a model in-floor dragline
Circle No. 81 on Card, Facing Page 51

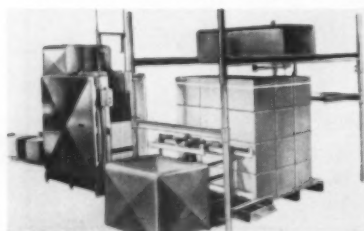


Lewis-Shepard will display a broad range of hand trucks, electric lifts
Circle No. 83 on Card, Facing Page 51

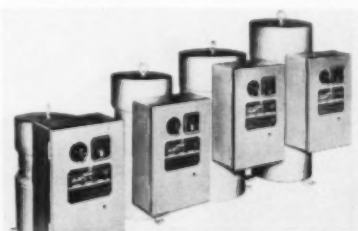


Completely automatic dock leveling ramp will be shown by Globe Hoist
Circle No. 85 on Card, Facing Page 51

Automatic pallet-loader will be seen at the Lathrop-Paulson Co. exhibit
Circle No. 82 on Card, Facing Page 51



One feature of the Exide Industrial Div. booth will be line of chargers
Circle No. 84 on Card, Facing Page 51

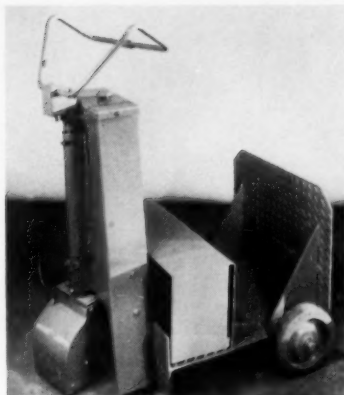


Barrett-Cravens Co. will show a new line of electric gear-drive tractors
Circle No. 86 on Card, Facing Page 51

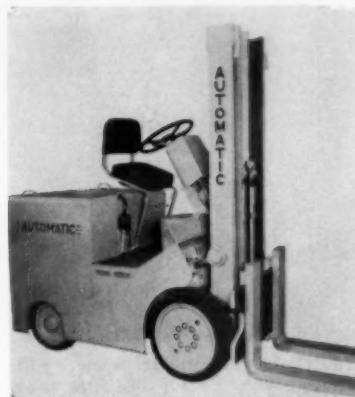




A 3000-lb capacity, pneumatic-tire for truck will be unveiled by Clark
Circle No. 87 on Card, Facing Page 51



A propulsion attachment for battery-operated lifts from American Pulley
Circle No. 96 on Card, Facing Page 51



A new line of Sky lifts will be unveiled by Automatic Transportation
Circle No. 106 on Card, Facing Page 51

Algene Marking Equipment Co.

Flat box printer accommodates carton sizes up to 50 x 60 in. and prints at speeds up to 3500 boxes per hour.

Circle No. 88 on Card, Facing Page 51

American Metal Products Co.

New open-end adjustable racks from two to ten or more pallets deep, designed to handle loads of any size, providing mass storage with a minimum of aisle space.

Circle No. 89 on Card, Facing Page 51

Anchor Steel & Conveyor Co.

An action display of an upright-return fixture conveyor.

Circle No. 90 on Card, Facing Page 51

Austin-Western Div.

Two new hydraulic cranes identified as Model 110, a three-wheel machine, and Model 410 with a maximum lifting and carrying capacity in the 10-ton range.

Circle No. 91 on Card, Facing Page 51

Beam Products Mfg. Co.

Beam-Water-Runner, a new method for the installation of LP-Gas carburetion systems.

Circle No. 92 on Card, Facing Page 51

Bond Foundry & Machine Co.

Bond 50-A single-ball race, pressed-steel caster and Bond 3-A single-ball race swivel caster.

Circle No. 93 on Card, Facing Page 51

C & D Batteries, Inc.

Featured products are a display of Slyver-Clad motive power batteries for electric industrial trucks and automatic AutoReg silicon chargers.

Circle No. 94 on Card, Facing Page 51

Chain Belt Co.

Conveyor chains—TableTop (nylon and steel) FlexTop, and PlateTop (nylon and steel).

Circle No. 95 on Card, Facing Page 51

Cleveland Tramrail Div.

Manually-operated and power-driven overhead tramrail cranes, carriers

and hoists, and new line of electrification for cranes, runways and overhead handling systems.

Circle No. 97 on Card, Facing Page 51

Coles Cranes, Inc.

Complete line of gasoline-electric cranes from 5- to 30-ton capacity.

Circle No. 98 on Card, Facing Page 51

The Colson Corp.

Industrial casters, wheels, hand and platform trucks, lift jack systems, utility and maintenance tables, etc.

Circle No. 99 on Card, Facing Page 51

Columbus McKinnon Chain Corp.

Power-Flex power and free conveyor system designed to handle light, medium and heavier loads up to 600 lb maximum per work carrier.

Circle No. 100 on Card, Facing Page 51

Conco Engineering Works

Conco-Inchmaster system provides accurate slow spotting speeds for crane and hoist operations.

Circle No. 101 on Card, Facing Page 51

Crown Controls Co., Inc.

A redesigned line of E-Z lifts. Thirty-five standard models have been added to the line, including free lift telescopic fork lifts.

Circle No. 102 on Card, Facing Page 51

Cushman Motors

Three-wheeled electric Truckster built to carry a half-ton payload plus operator and passenger.

Circle No. 103 on Card, Facing Page 51

Dempster Brothers

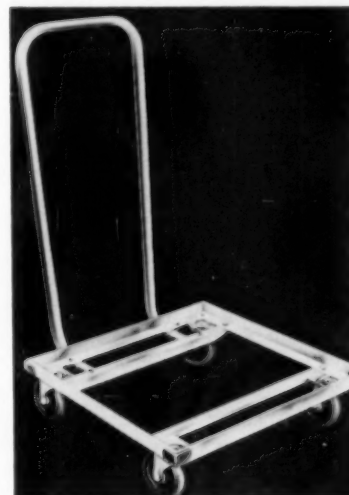
Dempster-Dinosaur picks up, hauls and puts cargo containers on flat cars without the use of cranes, fork-lift trucks, turntables, or ramps.

Circle No. 104 on Card, Facing Page 51

Equipment Mfg., Inc.

Air-Row head fully adjustable pallet rack featuring upright and removable step-shaped beams of varying capacity.

Circle No. 105 on Card, Facing Page 51
(Please Turn Page)



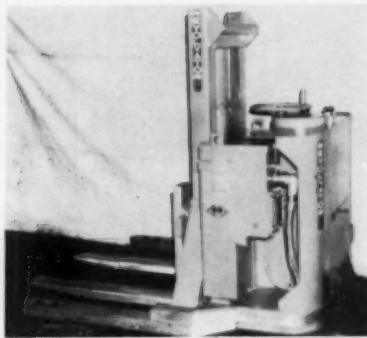
Metropolitan Wire Goods Corp. will show a variety of trucks and dollies
Circle No. 107 on Card, Facing Page 51



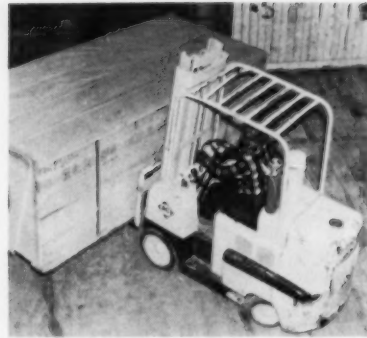
Towmotor's booth will include the company's line of high-lift trucks
Circle No. 108 on Card, Facing Page 51



New Yale rider-walkie tractor will be demonstrated for the first time Circle No. 109 on Card, Facing Page 51



Revolver Co. will have on display a series of electric-powered lifts Circle No. 118 on Card, Facing Page 51



A special stevedoring fork lift will be one of the Allis-Chalmers features Circle No. 128 on Card, Facing Page 51

Show Preview...

(Continued from Preceding Page)

Equipto

Steel drawer cabinets in 16 sizes and 150 new drawer cabinets are offered. Circle No. 110 on Card, Facing Page 51

Erickson Power Lift Trucks, Inc.

Model P-7A new low-lift platform truck with 7000-lb capacity. Offered with both gasoline and LP-gas engines. Circle No. 111 on Card, Facing Page 51

Fairbanks Co.

Series 580 heavy-duty lift-jack platform truck with a load capacity up to 4000 lb. Circle No. 112 on Card, Facing Page 51

Faultless Caster Corp.

A medium-duty, double-lock scaffold caster with load capacities of 175 to 500 lb each. Known as the CL900 series, these casters have a simultaneous locking device that prevents both rolling and swiveling. Circle No. 113 on Card, Facing Page 51

General Box Co.

This exhibit will feature the tie corner pallet box. Circle No. 114 on Card, Facing Page 51

Heifred Corp.

A high mast developed for the Pug electric lift truck extends to a maximum height of 135½ in. for stacking. Circle No. 115 on Card, Facing Page 51

The Howe Scale Co.

Batchplug, a new automatic batching device provides instant formula changing. Eliminates chance of human error. Circle No. 116 on Card, Facing Page 51

Jarvis & Jarvis, Inc.

Polyethylene Grex tote boxes, light and easy to handle. Circle No. 117 on Card, Facing Page 51

Kalamazoo Mfg. Co.

Series K four-wheel platform truck has 8-ft cargo space on 13-ft chassis. Circle No. 119 on Card, Facing Page 51

Koehring Div.

Rubber mounted crane lifts 25 tons and travels 18 mph. Known as the 305 Cruiser Crane. Circle No. 120 on Card, Facing Page 51

LaMarche Mfg. Co.

Fully automatic Recharjers require no controls, and have no moving parts to be serviced. Can be mounted directly in or on the battery container. Circle No. 121 on Card, Facing Page 51

Lamson-Mobilift Corp.

Full line of fork lift trucks suited to a variety of materials handling operations. Circle No. 122 on Card, Facing Page 51

Lansing Co.

Full line of platform trucks, tractor or train trailers with complete selection of couplers. Circle No. 123 on Card, Facing Page 51

Link-Belt Co.

New spherical roller bearing line; shaft-mounted speed reducers; Universal worm gear speed reducers; Motogears; P.I.V. gears with integral differential; flexible couplings; new conveyor idler line and "Die Crown" welded steel conveyor pulleys. Circle No. 124 on Card, Facing Page 51

Little Giant Products, Inc.

"Ro-Loader," a lift truck attachment for handling long unit loads. Circle No. 125 on Card, Facing Page 51

M-B Corp.

A freight conveyor system for floor-to-floor material handling both inside and outdoors. Lifting capacity 2000 lb. Circle No. 126 on Card, Facing Page 51

Magline Inc.

Magnesium utility truck; Trailevator, an elevating trailer; a new line of general purpose platform trucks; and mobile loading ramps with non-slip grating tracks. Circle No. 127 on Card, Facing Page 51

Macwhyte Wire Rope Co.

Slings of special construction known as "Safe-Guard"; swaged rope assemblies and wire rope. Circle No. 129 on Card, Facing Page 51

Magnesium Company of America

Strap-back hand trucks, vise-type span-locks, van ramps, and new curb design dockboards. Circle No. 130 on Card, Facing Page 51

Manning, Maxwell & Moore, Inc.

Differential chain hoists, air hoists, gantry "A" frames, army type trolley hoists and lever operated hoists. Circle No. 131 on Card, Facing Page 51

Martin-Decker Corp.

The new Sensater crane scale in the 1 to 4000 lb SU-5 series and the addition of 500 lb tension and compression load cells to the present line of load cell systems. Circle No. 132 on Card, Facing Page 51

National Vulcanized Fibre Co.

Kennett reusable shipping containers in padded, dunnage-board, and shock-mount models to be used for the safe transportation of precision instruments and electronic components. Circle No. 133 on Card, Facing Page 51

National Wooden Pallet Mfrs. Assn.

Wooden warehouse and expendable pallets, collapsible and non-collapsible pallet containers, new ideas in pallet bins and pallet crates. Circle No. 134 on Card, Facing Page 51

Ohio Galvanizing & Mfg. Co.

Full line of trailers with rubber or pneumatic tired wheels including heavy-duty trailers of dual wheel construction. Circle No. 135 on Card, Facing Page 51

Oxy-Catalyst, Inc.

Catalytic exhaust purifiers, and the Oxy-Monoxo CO Detector kit which indicates when equipment is emitting gas in dangerous concentrations. Circle No. 136 on Card, Facing Page 51

Paltier Corp., The

Adjustable, multiple-duty rack, Series 3200, can be used as a live-feeder, drive-in rack or order-picking frame. Circle No. 137 on Card, Facing Page 51



The Elwell-Parker Electric Co. will have on exhibit a variety of lifts
Circle No. 138 on Card, Facing Page 51



H. S. Watson Co. will show a model of its truck-mounted conveyor system
Circle No. 148 on Card, Facing Page 51



Using three exhibit areas, Hyster Co. will show products, service facilities
Circle No. 159 on Card, Facing Page 51

Parker-Hannifin Corp.

Hose assemblies with permanently attached ends, known as Krimp-Lok, are added to the company's reusable fittings and industrial hose.
Circle No. 139 on Card, Facing Page 51

The Rapids-Standard Co., Inc.

A-P-C, anew pressure-sensing conveyor available in 12, 18, and 24-in. widths. It uses a belt only 4 in. wide.
Circle No. 140 on Card, Facing Page 51

The Raymond Corp.

A heavy-duty narrow aisle electric "Reach Fork" truck, a walkie stacker, and walkie chassis for low-lift pallet and platform units.
Circle No. 141 on Card, Facing Page 51

Richards-Wilcox Mfg. Co.

"Twin-Trak," an overhead automatic dispatch system which moves material from one point to another and conveys products to a predetermined work station or storage area.
Circle No. 142 on Card, Facing Page 51

Robbins & Myers, Inc.

New FE type low headroom electric hoists in capacities from 1½ through 7½ tons.
Circle No. 143 on Card, Facing Page 51

SI Handling Systems, Inc.

Pressure sensitive bumpers for automatic switching and safety on tow-line systems, and a trailer for pallet-less freight handling.
Circle No. 144 on Card, Facing Page 51

Signode Steel Strapping Co.

M20 fully automatic power strapping machine. Can apply strapping either vertically or horizontally.
Circle No. 145 on Card, Facing Page 51

Silent Hoist & Crane Co., Inc.

Industrial fork-lift truck Model FK30, 60,000 lb capacity, automatic safety features, fluid drive and power steering.
Circle No. 146 on Card, Facing Page 51

Southworth Machine Co.

Full line of standard and special hydraulic lift tables. Flush floor, self-propelled, high-lift and coil-handling machines.
Circle No. 147 on Card, Facing Page 51

Stackbin Corp.

New large, heavy-steel bins 30x18x12 in. and heavy-duty dollies with 4-in. casters, made in multiples to accommodate one or more bins wide.
Circle No. 149 on Card, Facing Page 51

Standard Conveyor Co.

Pallet dispenser and carton unstacker.
Circle No. 150 on Card, Facing Page 51

Stokvis-Edera & Co., Inc.

Multiton hydraulic hand pallet trucks in capacities from 2200 to 4400 lb, an electric pallet truck and a light-weight platform truck.
Circle No. 151 on Card, Facing Page 51

T & S Equipment Co.

Automatic, truck activated loading ramp for installation in front of truck docks or shipping doors.
Circle No. 152 on Card, Facing Page 51

G. H. Tennant Co.

Four new power sweepers designed for use in crowded and congested areas.
Circle No. 153 on Card, Facing Page 51

Tote System, Inc.

Hermetically-sealed tote bins and a tote tilt discharge mechanism.
Circle No. 154 on Card, Facing Page 51

Truck-Man Lift Trucks

Model 75 platform lift truck with 7500-lb capacity for skids or racks. Standard platform is 28 in. wide by 60 in. long.
Circle No. 155 on Card, Facing Page 51

Tube-Strut Corp.

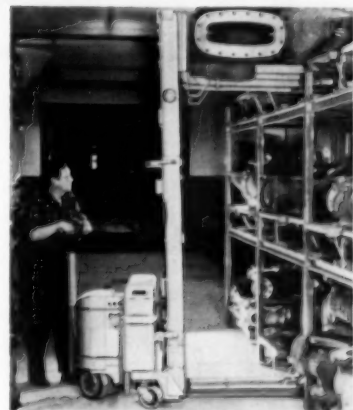
Storage racks made of standard channel, I-beam or pipe together with Beam-Strut, heavy-duty clamps.
Circle No. 156 on Card, Facing Page 51

Unistrut Products Co.

Metal framing systems for the erection of racks and workbenches.
Circle No. 157 on Card, Facing Page 51

Universal Hoist Co.

Trof belt, a heavy-duty belt-mounted bucket elevator, and Model KL slider pan-type conveyor.
Circle No. 158 on Card, Facing Page 51
(Please Turn to Page 51)



Lift Trucks, Inc., will display an assortment of straddle high lifts
Circle No. 160 on Card, Facing Page 51



In the Moto-Truc booth, visitors will find a variety of industrial trucks
Circle No. 30 on Card, Facing Page 51



Turnforks — forks that become clamps—will be shown by Cascade
Circle No. 31 on Card, Facing Page 51

AWA Convention Sees Warehouse of Tomorrow

A look at the warehouse of tomorrow was one of the many discussions that highlighted this year's Annual Meeting of the AWA in Washington

THE AMERICAN Warehousemen's Association held its Annual Convention in Washington, D. C., recently.

Gathering at the Statler Hilton for five days of meetings interspersed with social functions and tours of the city, AWA members heard the latest industry news from their committee members.

Both the National Association of Refrigerated Warehouses and the AWA Merchandise Division held meetings for different segments of the 555 members attending the Convention.

Of interest to Merchandise Division members were reports on 1958 activities of the following committees: Employee Relations, Banking Relations, Plant and Operations, and the Uniform Commercial Code Committee.

A. M. Lownsbury, chairman of the Plant and Operations Committee announced that the new National Safety Council Warehousing Division is planning to develop materials which will be of special significance to a warehouse executive.

The special section of the National Safety Council is already developing a packaged safety program for warehouse distribution centers.

The Employee Relations Committee has done much to aid individual AWA members with employee problems, said Chairman John K. Dozier. Upon request,

Association headquarters has sent special analyses of prevailing contract provisions as well as word of various special provisions.

The Banking Relations Committee reported that under the direction of R. C. Schall it had given appreciable aid to educational institutions in the form of such literature as "To the Bankers of America."

Several hundred copies were sent to the School of Banking at the University of Wisconsin.

It was felt that the Merchandise Division should maintain its Committee on the Uniform Commercial Code for the year 1959 until the AWA 69th Annual Meeting in 1960.

Unity of Purpose

In an address before the AWA Luncheon, James C. Worthy, vice president, Sears, Roebuck and Co., warned that as one political party becomes increasingly dependent on labor, the other in turn becomes more dependent on business interests.

Worthy pointed out to the assembly that businessmen are turning toward the Republican Party in the hope of providing a counterweight to the increasing political strength of organized labor.

He feels that there is still time available to reverse a trend which, if continued, could be dangerous to the ideals and characteristics of both parties. Worthy expressed

the belief that as each party grows more national and broadly representative in its interest groups, so will the strength of America's political institutions and their capacity to serve the American people.

He said that "in their efforts to restore a more effective balance, it is not enough for businessmen to think in terms of strengthening the Republican Party. Businessmen must also think in terms of restoring a balance within the Democratic Party."

Worthy made the point that party affiliation should be stimulated by ideals and beliefs rather than a general desire to counteract opposites.

Different meetings of the NARW heard discussion on modernization trends, costs of small quantity deliveries, and service cost ratios.

Also studies of office costs, the trucking industry and rigid policing, future refrigerated trucking, and the maintenance of product temperature, to mention a few.

Speaking on "Should Public Refrigerated Warehousemen Distribute Frozen Foods," Charles A. Martin, Jr., Polar Refrigerated Services, Inc., Nashville, Tenn., mentioned that if his firm would decide to distribute frozen foods in the Nashville area it would be acting in direct competition with half a dozen of its customers.

Martin stressed, however, that anyone who is distributing frozen foods or is contemplating such action must use proper equipment.

Agreeing that the cost of such equipment is high, he said that without it customers and every type of governmental agency from local to national levels would be on the distributors back.

H. W. Nieman of Merrifield Trucking Co. in a discussion on the "Future of Refrigerated Trucking" pointed out that the regulated carrier group is the organization which is going to make progress for the industry.

He said that it is this regulated group of carriers with which manufacturers of trailers and refrigerated equipment are working to research and engineer the developments that will play an important part in the near future. ●

By Bruce S. Howard

IDEAL warehouse construction, the automatic warehouse, and the myriad of mechanical equipment are all magnificent achievements but—they are no better than the efficiency of the men who operate them.

Thus, we arrive at one of the basic elements of the efficient use of manual labor—proper training. No matter how menial or how technical the job, a warehouse should provide a training program which prepares each worker with the basic skills for his work.

Clamp Operations

This is particularly important for operators of mechanical equipment such as fork lifts. For example, in one of our warehouses, we have been using clamp attachments for six years. This not only required an extensive program of training but it has cost us some sizeable claims for merchandise damaged in experiment.

The proper handling of a clamp is an art. It can be learned only through proper instruction, especially since the operator must learn the characteristics of the products he must handle.

Training does not limit itself to just mechanical equipment operators. Many other manual jobs such as car unloading and loading should be included. The employee must be completely familiarized with what is expected of him or the warehouse cannot fulfill its services properly.

From time to time, it is extremely helpful to pass on basic information concerning the characteristics, the uses, and the general make up of some of the products which the employee may handle. This gives him a better understanding of the product; he develops a greater interest in proper handling of the merchandise. As I travel about the country, I visit production facilities of many of our accounts. In this way, I obtain a first hand view of how the goods are made and handled by the maker. This information is passed on to our men.

Use of Manual Labor In Today's Warehouse

Speaking before the American Warehousemen's Association, this industry leader pointed out that training is key to effective operation

If possible, before an account actually tenders merchandise for storage, have a representative of the principals talk to the personnel, who will be assigned to this account. Let them hear first-hand of the various procedures which will confront them.

Supervision

More important than training is proper supervision. This above all other factors influences the productivity of manual laborers. True supervision itself is a skill partly inborn in the individual. It results partly from his complete understanding of the jobs under his control.

We break supervision into two basic parts under the overall warehouse superintendent:

Inbound and Outbound Rail Car Operations—A supervisor is in charge of all car unloading and carloading. It is his specific responsibility to:

- (1) Lay out his work program for the day before the crews arrive.
- (2) See that the equipment and materials necessary to complete this day's volume are available and in good order.
- (3) Coordinate his work plan with the office and the order filling section to see that his merchandise will be in readiness for loading to rail cars without any delays.
- (4) Review the incoming and/or

outgoing product movement to see that he has set up the crews in numbers in direct proportion to the characteristic and density of the product. In other words, some carloads are better handled by just one man. Others require two men or possibly even three men supplemented by mechanical equipment.

(5) Take inventory of the available space and its location in the shed and proximity to other related goods to see that he is correctly locating the inbound merchandise with relationship to its distribution procedural pattern.

Inbound Truckloads and Outbound Truck Shipments are the responsibility of the second supervisor. His basic responsibilities are as follows:

- (1) Before work begins, to lay out his work plan.
- (2) Check to see that materials and equipment are in working condition.
- (3) Set up all orders hanging from the night before.

Since the order picking procedure of any warehouse is the most important service to be carried out, I will describe a particular operation which embodies many ideas and methods for obtaining maximum efficiency.

The key to this order picking operation is a large blackboard located in the warehouse office. This board has been made in the
(Please Turn to Page 79)

Packaging Progress Projected

Here are excerpts of papers presented by industry leaders at the recent

HERE are the highlights of several papers delivered by leaders in the field of packaging at the American Management Association's Packaging Conference and Exposition, recently.

Meeting in Chicago, industry members discussed their experiences with such industry problems as industrial tape applications, rail shipments-preparation, chemical containers, packing service parts, and pharmaceutical packaging.

One speaker, W. C. Larson, manager, Tape Customer Engineering Department, Minnesota Mining and Manufacturing Co., covered industrial tape applications in relation to automation.

Tape Applications

He said that industrial tape is becoming important for use in carloading. "Horizontal and vertical bands of tape applied, during loading, to critical areas of rail cars eliminate damage due to shifting and tumbling of drums, bags, and case goods.

"Entire load sections can be unified and allowed to float freely within the car without fear of damage from the tape. . . ."

Larson described a load which was divided into three units. A vertical band of tape was placed around each row of cases running lengthwise with the car. A horizontal band enclosed the top layer of cases.

All that was needed at the center, or door area, was a band of tape placed vertically at each row of cases.

It prevented cases from tumbling into the doorway area.

"Drum loads," he said, "can also be unitized with tape. The upper bond of tape is placed around each two rows of drums. If there is an odd number of rows, the last row is taped individually.

"The bottom band then girths the entire load in that end of the car. Should drums be placed in the door area, they would also be unitized in the same manner (as the cases)."

Larson touched on the use of tape for inter-plant palletizing. He explained that to palletize case goods, a single band of tape

"The packaging engineer is always walking a tight rope between unit cost, quality protection, and materials handling."

should be applied around the girth of the top layer of cases. This keeps the load from shifting.

Some banding materials require two men to palletize. Industrial tapes can be applied by one man with a roll of tape, a knife, or hand dispenser.

New containers for chemical use were described by Robert D. Minter. He is manager of packaging development for Monsanto Chemical Co.

Minter told the group that "probably the most glamorous of

all new packages is the polyethylene bag. The packaging engineer is always walking a tight rope between unit cost, quality protection, and materials handling. Almost every new package is a compromise between these three factors.

"At the present time, the heavy gage polyethylene shipping sack seems to be too high in cost to satisfy production groups. It has proven slightly difficult to handle in larger sizes, but because of its extremely good quality protection it is making the quality control people very happy.

"With more experience and more volume we can expect to overcome their materials handling and cost difficulties.

"Heavy gage polyethylene is also emerging as an adjunct to fibre and steel to enable the development of better shipping containers for liquids.

"Developing rapidly also are smaller containers of corrugated or fibreboard. They contain sealed poly liners or molded polyethylene liners for chemicals ranging from food products to battery acids."

Minter told of a new concept in the shape of containers. One producer has succeeded in making a square fibre drum to save space in warehousing and shipping.

A possible potential of the new shape is the tetrahedron, developed in Europe for packaging milk products and now produced here for the same purpose.

Speaking on his company's packaging program was Harold J. Anderson of the manufacturing

at AMA

Packaging Conference

planning staff at Westinghouse Electric Corp.

Palletized Packaging

Anderson mentioned the use of pallets. Westinghouse has used palletized units for small motors and porcelain insulators.

"The hazards of being dropped or thrown, characteristic of small packages, are eliminated because of the size and weight of pallet.

"A deteriorated product is sometimes not only an ineffective product, it could be a dangerous product."

"This allows less material to give the same protection and generally use less labor than individual boxes. Palletized small motors can be stacked in half the space of loose motors.

"Storage space in our plants is scarce and expensive so packages are designed to take less space, stack higher, and handle better."

The harmful effects which often develop from improper packaging were illustrated by Foster B. Whitlock, president of the Ortho Pharmaceutical Corp.

"A deteriorated product is sometimes not only an ineffective product, it could be a dangerous product. Hence the basic adequacy of a container is a very real consideration."

Speaking on his company's use of pallets in packing service parts was F. H. Wiley. He is general supervisor of materials handling research for International Harvester Co.

"Ninety-five per cent of our products are related to motive power equipment. Most of them are for industrial or farm use. It is necessary that service parts be readily available to users of our products.

"Shipments of service parts from manufacturing plants to parts depots are made on pallets when possible.

"If the individual packages are of adequate size and substantial enough to withstand stacking and banding, they are fastened directly to 48 by 30-in. pallets without other protection. Then they are shipped.

"If the individual service parts packages are too small or fragile, they are placed in standard 48 by 30 by 24-in. high depot pallet boxes which provide protection for their contents.

"These pallet boxes have removable front panels which provide access for parts removal. The loaded depot pallet boxes are stacked and used as storage containers or bins when they are received at depots.

"When they are emptied, they are knocked-down and returned to the plants for re-loading.

"Picking these parts after they are received at the depot, and packing of the orders for shipment to the dealers is an exacting and time consuming operation.

"Managers of depot operations have thoroughly analyzed their procedures. By tailoring the picking and packing methods in each depot to suit local conditions they have made major reductions in the cost of handling service parts.

"We find that the efficiency of any service parts depot, or complete service parts distribution system is influenced by the amount of planning which is done to insure that the parts are properly packaged before they go into the system."

A talk on packaging goods for rail shipment was presented by the director of container and loading research center of the Associ-

ation of American Railroads. He is C. R. Anderson.

"Within the past year," Anderson explained, "we were requested by a railroad to examine several different pack sizes of a liquid item in glass bottles packed in 200

"... The efficiency of any ... parts distribution system is influenced by the amount of planning which is done to insure that parts are properly packaged."

test corrugated fibreboard boxes, RSC type, with corrugated fibreboard dividers to hold the bottles in separated position.

"This item was shipped in carload lots to a centralized warehouse for local re-distribution. Information indicated that while there was some bottle breakage, the main difficulty appeared to be in creased and distorted containers which developed in both transit and storage operations.

"Initial examination of the boxes as received clearly showed that the enclosure assembly of the box was not properly squared up. Also that the outside closing flaps left approximately 1/2-in. opening.

"It was evident that the inside cell dividers in some of the cases did not fill the inside dimensions of the box. This combined condition caused considerable loose space within the box.

"Under vibration and impact tests, the loose cell structure caused the outside rows of bottles to slip past extended outside wings of the cell separators. This allowed glass to glass contact vulnerable to breakage.

"It was recommended that careful supervision of box assembly be exercised to obtain the full strength qualities designed into the box. We reduced the inside dimensions of the box and employed stronger and better grade cell dividers." ●

High Spots in Packaging

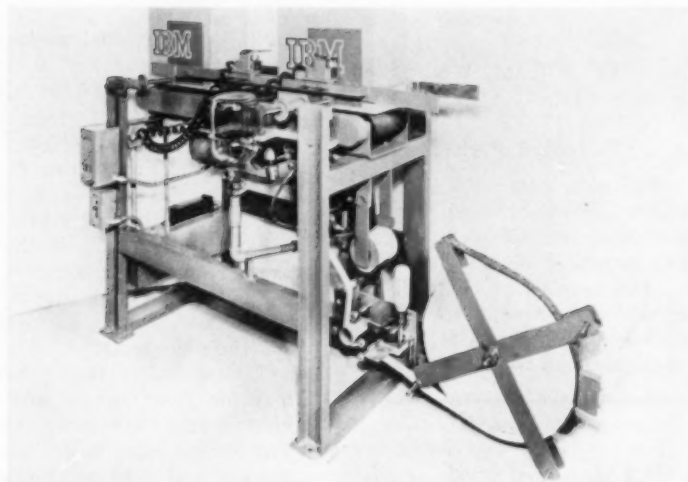
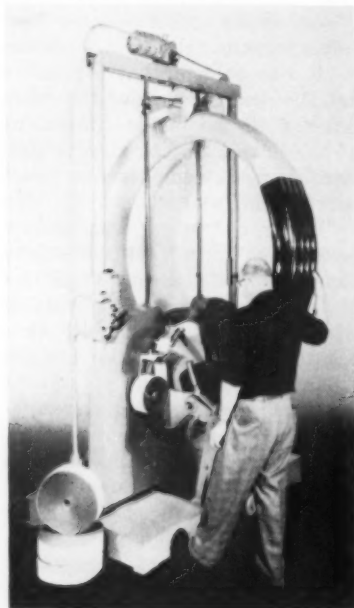
Shown on these pages is a representative view of the recent

ENJOYING equal importance with industry papers presented at the recent AMA Packaging Conference were displays by many of the country's leading manufacturers of packaging items.

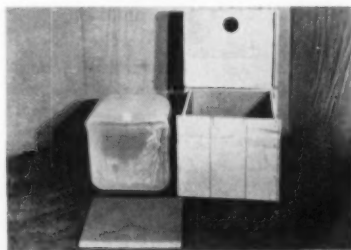
This year, 350 manufacturers had space at the Exposition. Their exhibits gave persons attending the Conference and Exposition the opportunity to study the entire packaging process at one time: supplies, services, materials, and methods used in integrated packaging.

Several producers of packaging products are represented on these pages with the innovations they exhibited at the Exposition. ●

Ludlow Papers, Inc., showed this spiralwrap machine that wraps coils up to 107-in. outside dia.



This case tape-sealer and taper applies tear tape to gummed tape at time of application. Made by General Corrugated Machinery Co.

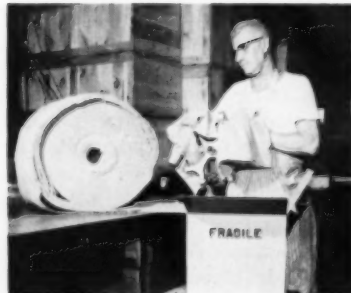


Hedwin Corp. introduced a 15-gal Cubitainer for single-trip shipment of various liquid materials

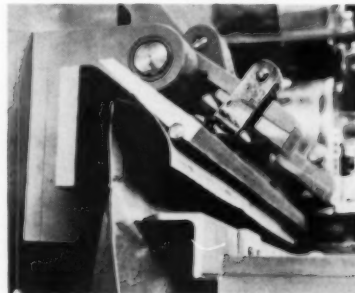


Thin strips of coated paper, heat sealing are used to close these boxes, says Mead Packaging, Inc.

New wadding displayed by Personal Products Corp. comes in easy-to-handle rolls, cuts clean-up time



Union Bag-Camp Paper Corp. showed this bag and closing machine for hygroscopic, semi-liquid products



at AMA Exposition

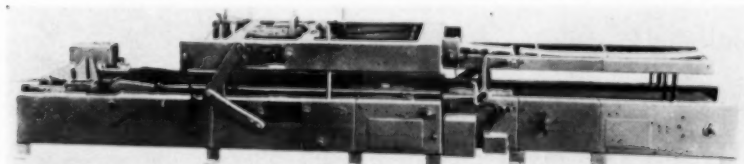
AMA Packaging Exposition in Chicago



This round steel strapping machine is said to minimize operator fatigue and be adaptable to any size package. Made by United States Steel Corp.

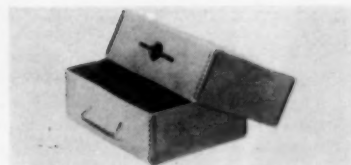
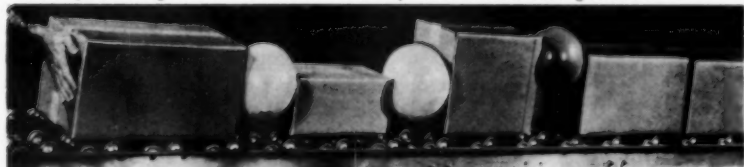


Here are measuring controls for conveyor lines and similar applications as shown at Photomation, Inc.'s booth. They employ photo-electric units

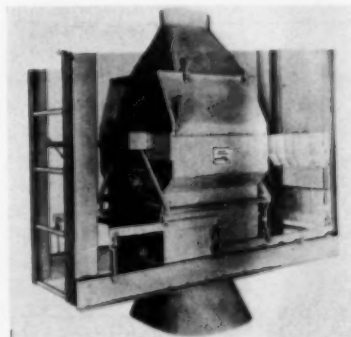


New case gluer and sealer handles a wide range of case sizes at speeds limited only by case size and glue application, says Emhart Mfg. Co.

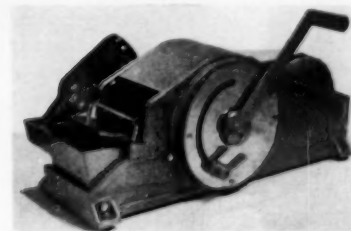
At its booth, The Rapids-Standard Co., Inc., showed its wheel conveyor with adjustable pressure control. Virtually no forward line pressure



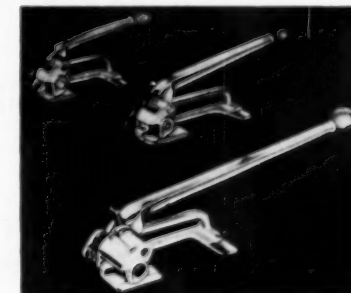
Metal Edge Industries exhibited this laminated box of new Mylar. It resists water, grease, acid



Here is Raymond Bag Corp.'s automatic open mouth bag packer unit for free-flowing types of products



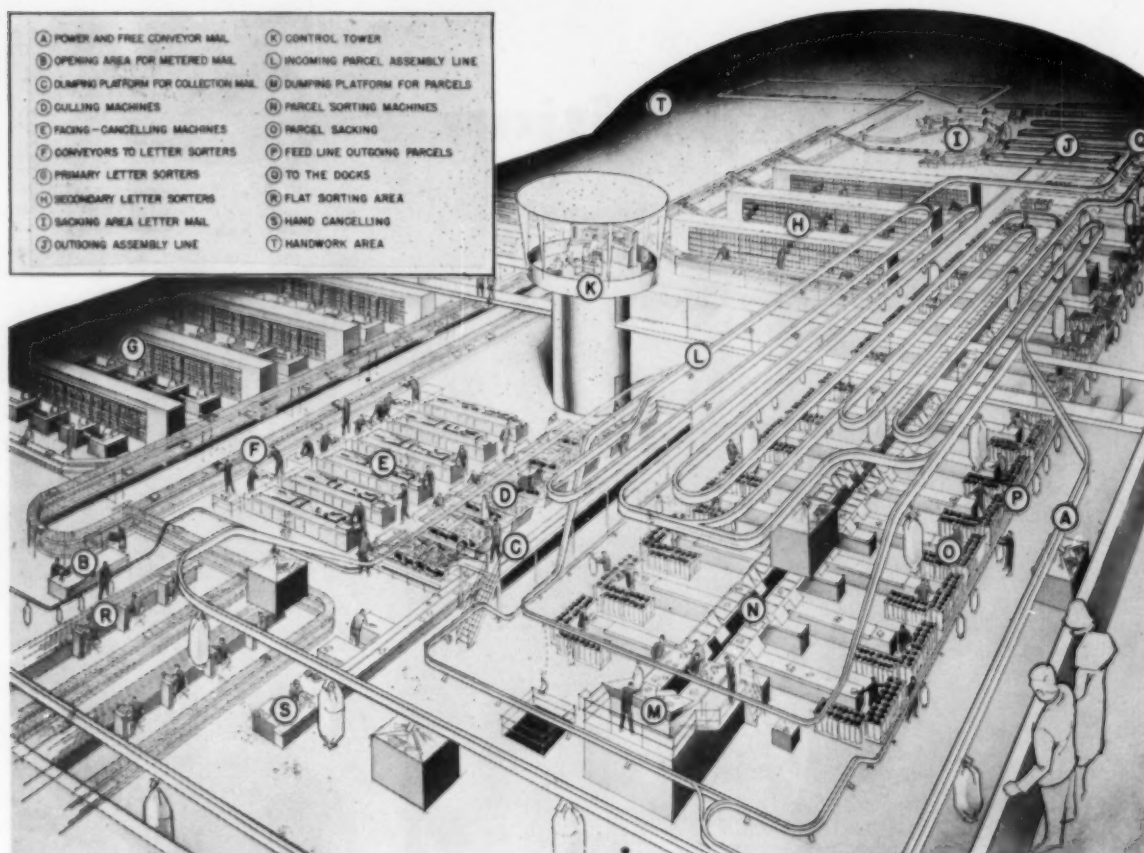
Derby Sealers, Inc., introduced this dispenser for reinforced and kraft tapes. Lengths can be set



Stanley Steel Strapping showed this strapping tool for cold rolled 1 1/2-in. by .031, .035 strapping

Permacel presented this clear cellophane tape which is thin, has a high tensile strength, less tear





Turnkey—A New Look In Post Offices

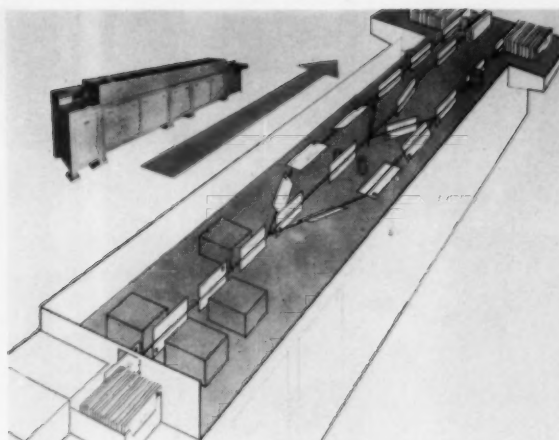
The new post office at Providence, R. I., will serve more than one city or one area. It will be a postal laboratory for new equipment to speed the mails by cutting hand labor

THE post office of tomorrow promises to be a highly mechanized, centrally controlled operation that handles large volumes of mail rapidly.

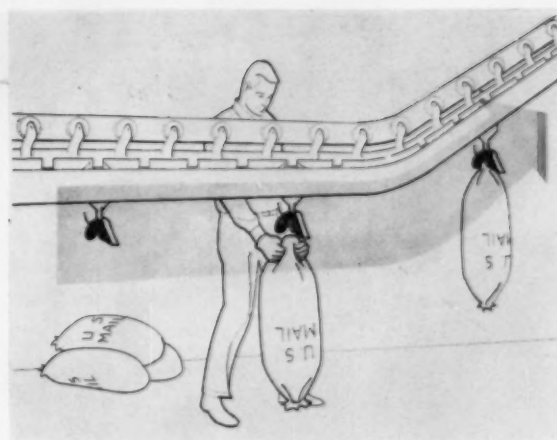
Its prototype is practically here. Construction on it was started last month at Providence, R. I.

The new Providence post office, named Turnkey,

will serve as a working laboratory where new machinery will be tested before it is installed in other major post offices. Turnkey will be built by Intelx Systems, Inc. of New York City, an International Telephone and Telegraph Corp. subsidiary. It will be leased by the Post Office Department for 20 years.



Canceling machine routes letters electronically then faces all of the letters one way to cancel the stamps



An employe on truck dock suspends mail bag on monorail that will deliver it to processing area of the office

Of single-story concrete, masonry, and steel construction, the building will cover 132,300 sq ft. It will have only two interior supporting columns on the work room floor.

Adjacent to the post office will be a heliport with 8000 sq ft of landing area and a lubritorium with 6000 sq ft of work area. There will be extensive parking areas.

Built on 14 acres in the West River Industrial Park, it is a little more than a mile from downtown Providence. It will adjoin mainline rail facilities, be 20 minutes from the airport, and be served by an express highway system.

Mail for Providence and more than 100 other post offices, stations, and branches will be handled through Turnkey. Service will be speeded also for the entire southern New England area.

Tour of Building

When it opens late in 1960, this is what visitors will find:

Entering the new arched-roof building, they will find that it is divided into two major areas—the lobby for public postal service, and a large work area for mail handling.

The lobby will be spacious and well-lighted. New open-type counters will replace the old-fashioned post-office cages. Like the rest of the building, it will be air conditioned and have fluorescent lighting.

Moving to the workroom, the visitor will find an unobstructed area about as long as two city blocks. On his left there will be row upon row of letter sorting machines.

In the center, there will be machines with large hoppers on top. Raw mail—letters, parcels, hotel keys, etc.—will be separated here. On nearby machines it will be cancelled and faced in the proper position for the machine operators who will sort it.

To the visitor's right will be the machines which sort parcel post. At the working level, there will be powered roller conveyors which will move mail smoothly between the handling areas. Above the

workroom floor, mail containers will be carried on monorails suspended from the ceiling.

A striking feature of the room will be a control tower. It is 26 ft high and stands on a pedestal. Workers in the control room will be able to see any part of the operations. Mail handling operations will be controlled from there by push buttons.

Outgoing Mail

A letter will pass through the post office in this manner:

A postal truck driver will pick up letters from a box on a Providence street corner. He will drop them, together with other raw mail, into a container specially designed for use in mail trucks. At the post office, a control employe will direct the truck to an unoccupied space at the receiving platform. Here the container will be transferred directly to the overhead conveyor.

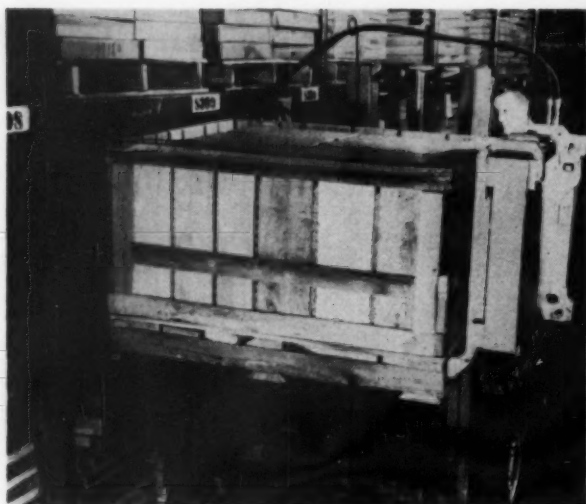
A control employe will set a dial on the container to route it to the proper point. This dial setting also will register in the control room. In that way employes in the tower will know at all times where mail is located.

The conveyors will carry the container to the culling machines, the machines with hoppers on the top. These will sort out the various kinds of mail much faster than human hands. Meanwhile, large manila envelopes will be sent off in a different direction for special handling. Small parcels and letters that are too thick for regular handling also will be taken out.

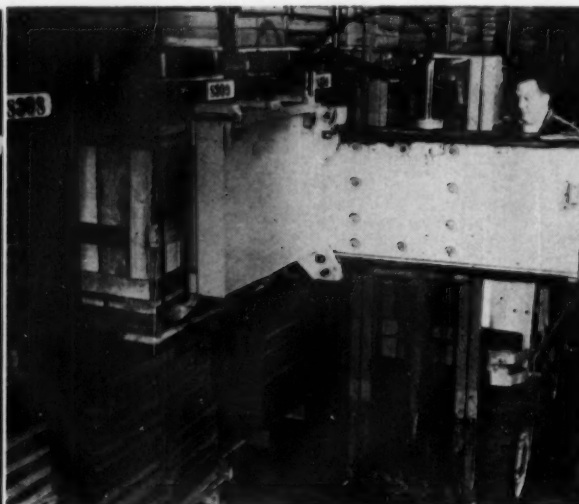
Outgoing letters will move from the culling machines to the cancelling machines. These will apply the familiar postmark but do it much faster than older devices. Regulated by electric eyes, it will be able to cancel 25,000 letters an hour.

After cancelling, the letters will be faced so that the address can be read easily by operators at other machines. In this position they will be stacked in trays and moved along on roller conveyors to letter sorting machines.

(Please Turn to Page 80)



A fork truck equipped with STOW attachment travels through a narrow aisle with a palletized load destined for storage



When the truck arrives at the open space in the specially equipped racks, it stops and transfer unit stows the load

Side Shifting Lift Reduces Aisle Space

**A new lift-truck attachment to be unveiled
in June will permit a fork truck to place
pallet loads in racks at a 90 deg angle**

THE PROBLEM of materials handling and storage in which aisle space exceeds storage area may be solved by a new lift-truck attachment.

Stow System

Known as the STOW (Side Transfer Optimum Warehousing) System, it is manufactured by Equipment Manufacturing, Inc. By means of the attachment, the fork truck operator can pick up or discharge his unit load without the usual 90-deg turn. Aisles can be only inches wider than the load itself.

The attachment is substituted for the forks on any standard lift

truck. Several hours are required to make the change either to STOW or back to forks.

STOW cuts 12-ft aisles by more than 50 per cent and, in some cases, to as little as 5 ft. This space saving would make available a "bonus" storage area of more than 50 per cent.

The system uses either its own racks, which include cross rails to support the forks when they are extended, or standard racks to which rails have been added.

Because of the 1200 lb weight of the side transfer unit, the lifting capacity of the truck is reduced.

Companies who are cramped for

additional storage area can increase a building's capacity for a cost far below that of building an addition.

There are advantages to STOW other than the prime advantage of space saving. Material can be moved faster, with more selectivity and with more efficient work flow than in the past.

Handles Pallets

Little special training is required for STOW operators. Any warehouse employee can operate the system easily with complete safety for himself and the load.

It handles pallets as well as skids, wire containers, dies, and other materials normally moved on forks.

Maximum Use

Warehousemen always have been faced with the problem of getting maximum use of available space. The fork truck has relieved this problem by moving materials upward. However, it requires a wide aisle.

The STOW system permits use of the fork truck's lifting and moving ability, at the same time allowing narrower aisles to realize greater use of space.

The system will be demonstrated at the 1959 Materials Handling Exposition in Cleveland's Public Auditorium, June 9-12. ●

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These Seaboard representatives are as close to the Seaboard's freight operations as if they were located along its rails.

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contacts with the public. Rates, routes, car reports — whatever you require will be supplied promptly.

If your industry is considering a plant in the Seaboard Southeast, this local staff will be glad to see that you are provided with complete information on available plant sites ideally suited to the needs of your particular operations.



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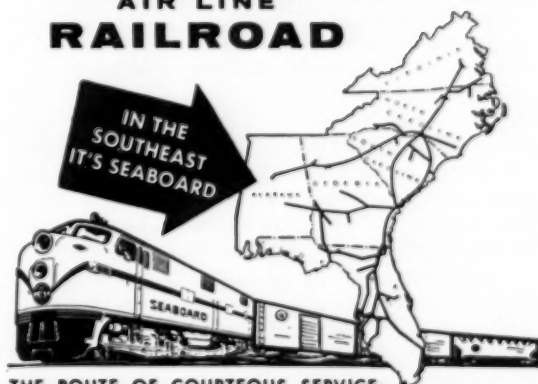
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CHICAGO, ILL.	1460 Marquette Bldg.	STate 2-2195
CINCINNATI, OHIO	1803 Carew Tower	MAin 1-5061
DETROIT, MICH.	1207 Lafayette Bldg.	WOodward 2-8404
HOUSTON, TEX.	5610 Kenilwood	REpublic 4-0738
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LOUISVILLE, KY.	320 Heyburn Bldg.	JUNIper 4-3413
MEMPHIS, TENN.	922 Exchange Bldg.	JAckson 6-7067
NASHVILLE, TENN.	830 Third Nat. Bank Bldg.	ALpine 6-7427
NEW ORLEANS, LA.	914 Hibernia Bk. Bldg.	JAckson 5-7888
PHILADELPHIA, PA.	307 Transportation Center	RItttenhouse 6-8038
PITTSBURGH, PA.	953 Union Trust Bldg.	ATlantic 1-1159
ST. LOUIS, MO.	1921 Rwy. Exchange Bldg.	MAin 1-1894
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Collaborationists Among Today's Executives

Today's executive, able to work along side of various persons, achieves most of his goals through honest collaboration with his key men

IN EVERY job of business today we have to collaborate—to co-labor—or work with others. Nowhere is this more true than in the executive's office.

His ultimate success as an individual as well as in his job, is entirely dependent upon his ability to work with others successfully.

Greater job progress today comes from thinking and acting together. There is no room for the lone wolf in business anymore. The executive job, as every month goes by, becomes more and more complicated and more dependent upon the skills and abilities of others.

We have no choice but to be good collaborationists!

There are no set rules. The process itself is always done informally but planned formally.

The process of being a good collaborationist falls into three areas of maneuver. These cover (a) getting more from assistants, (b) collaborating with associate executives in the firm, and (c) working successfully with superiors in the organization.

The first requirement of accomplishment in working out problems with either associate executives or superiors in the organization is to master the art of getting more from one's assistants.

An extensive check of how a number of outstanding executives have accomplished this in their jobs supplies several steps of pro-

cedure that should be of special interest to every reader.

"When you call your assistants together tell them why," is the advice presented from several of these men, "for it is much more difficult to handle any problem no matter its scope, if one must work in the dark as to the ultimate aims being sought.

"One of the biggest errors in working with the men and women in one's department is in the failure to give them complete background on every single problem they are called together to help solve."

Several advise best results can be obtained by always giving one's assistants a chance to do a little mulling over of major problems presented to them beforehand. The most successful problem solutions seldom come on the spur of the moment.

Stating the several sides of every problem is also advised. If differences arise during discussions, it pays to give each man a chance to state his case fully.

Much better ends also are resultant when we give our assistants an easy opportunity to talk. Where reluctance exists there is never a free expression of ideas.

Keep the level at informality as much as possible. Easy informality always produces better results than stuffy dignity.

Being cheerful on one's own part is of added benefit. It also is seldom advisable to make notes or

keep minutes on such informal discussions unless absolutely necessary. This policy will keep one's assistants from being "gun shy."

Collaboration with one's associate executives in the firm is the second area and of extreme importance. Here are some suggestions that will help to do this:

- Don't underestimate the importance of the other fellow. His ideas are usually closer to the actual problem than our own or he wouldn't be holding his executive position.

- Don't take the easy attitude of a spectator in such general discussions. When this happens the executive invariably finds that he has a number of time consuming problems to work out with each individual; all could have been handled at one sitting.

- Equip yourself with facts before the meeting. We expect authoritative evidence; others have a right to expect the same from us.

- Organize your thinking before the conference.

- Keep the company interest ahead of the interests of the department.

- Develop the ability to see the broad picture and to make others see it.

- Avoid scheming—don't make bargains ahead of time.

The third area of collaboration consists of working successfully with one's superiors in the firm.

In addition it has been found good procedure for the executive to adopt these tactics in collaborating with the top brass:

- Always be adequately prepared for the conference.

- Think of possible questions that will be put to you and organize the answers before the conference.

- Don't argue difficult points with such executives. Explain!

- State your convictions on important points without hesitation.

- If any point under discussion is not clear, ask about it.

- Keep in mind your precise relationship in the discussion. ●

COMING THIS SPRING ON CONTINENTAL

GOLDEN JET CARGO SERVICE



Continental's Custom-Built Boeing 707

1959—Silver Anniversary of America's "Gold Carpet" Airline

SAME DAY DELIVERY between CHICAGO and LOS ANGELES

Same Day Delivery—3 hours and 40 minutes from Chicago to Los Angeles! And only 3 hours and 25 minutes from Los Angeles to Chicago.

The speed speaks for itself. But Continental's Golden Jet Cargo Service is more than just speed. It is experience and efficiency...in handling everything from watch parts to tropical fish; fresh carnations to boxes of ladybugs. And Continental's Golden Jet Boeing 707 has a pressurized and temperature-controlled cargo compartment. No need to worry about freezing or cold damage to the products you ship.

Later on other cities will join Chicago and Los Angeles in being served by the Golden Jet. Right now Continental's Jet Power Viscount II fleet serves most of the major cities in the West and Southwest, along with the DC-7B.

A passenger timetable is your freight timetable. If you are located in one of the 50 cities served by Continental write or call your local Continental Cargo Manager. He will be glad to send you a copy.

Remember! You ship with Confidence when you ship via Continental Airlines.



By John Grindrod,
DA European Correspondent

English-Dutch Ideas in New Swiss Cold Store

**The Swiss are now storing fruit on a large
scale basis in this new refrigerated ware-
house with rooms up to 50-ton capacity**

THIS NEW four-storey Swiss refrigerated warehouse extension has put Swiss fruit storage on a new plane of increased activity.

Both English and Dutch practices have been adopted for the warehouse operation. It has a regulated atmosphere—a high CO₂ content.

Steffen Ris A.G., of Utzenstorf, Switzerland, owner, is responsible for the warehouse which provides conventional cold storage rooms with air cooling from finned tubes. They bring about direct evaporation of NH₃.

Wagon Loads

Consisting of four storeys, each

24.4 m by 21 m and reaching a total height of 13.5 m above ground level, the new extension can handle 180 railway wagon loads of agricultural produce.

Since it serves to complement existing cold storage facilities, only the ground floor has been equipped for long-term annual storage.

The chambers in the basement and the first and second floors are being used for the mass storage of produce during the main period between its arrival in September through November up to its delivery in April and May.

Each of the four fruit cold storage rooms on the ground floor has a cubic capacity of 150 cu m. First

quality apples are being stored at a temperature of about 4 deg C in a humidified atmosphere with a high CO₂ content.

In designing and installing these chambers, Escher Wyss Ltd., of Zurich, drew on experience gained by the Swiss Federal Fructicultural and Horticultural Station at Wädenswil in small experimental storage chambers.

The relatively high temperature maintained prevents maladies due to cold such as the browning of the pulp and the formation of blemishes.

Each of the four rooms can take 50 tons of fruit. Two and two are constructed alike. In one pair, the British method is employed. In the other pair the Dutch method is being used.

Oxygen

In the fruit maturing process, oxygen is consumed and CO₂ formed. This exchange is continued theoretically up to the point when 21 per cent of the oxygen from the air has been consumed and replaced by CO₂.

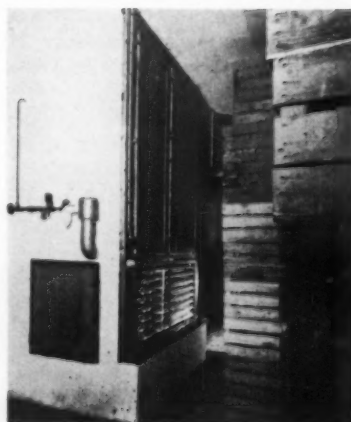
Since, however, such a limit would involve the asphyxiation of the product being stored, such a degree is not sought in practice.

According to the type of produce being handled, an atmosphere content of 10.5 per cent of both oxygen and CO₂ or a content of 12.5 per cent oxygen and 8.5 per cent CO₂ is maintained by the careful control of the incoming fresh air, and, consequently, the oxygen.

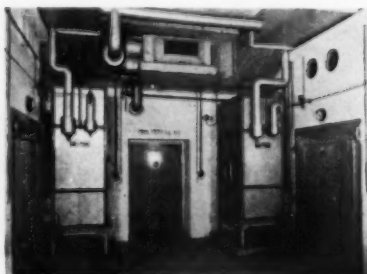
Too high a concentration of CO₂ can be avoided by washing the air in scrubbers.

According to the English method, the means of distributing air and refrigeration is installed, as in the case of normal refrigerated chambers, in the storage room itself.

Walls, floor and ceiling are clad with special air-tight insulating material. Doors and windows are
(Please Turn to Page 82)



Left: An anti-chamber for four fruit storage cells showing the two exterior refrigeration compartments, Dutch way. Below: Interior of one of two storage cells using English method with refrigeration equipment inside the chamber of this Swiss plant



Main Line of Mid-America

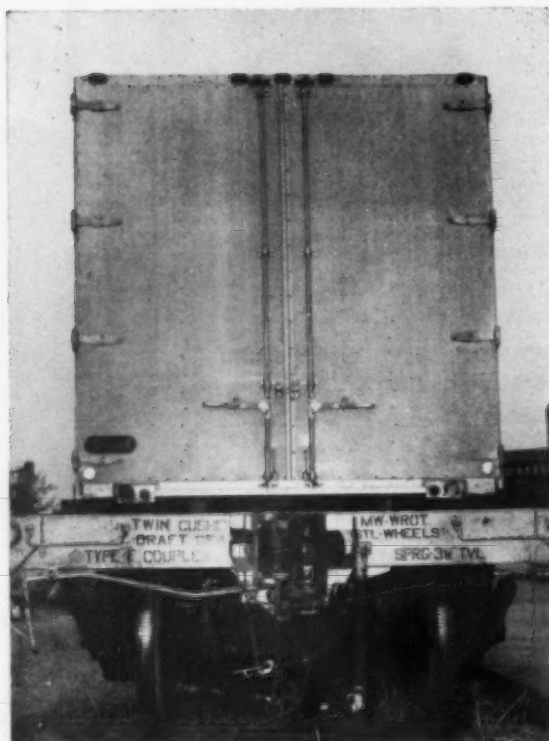


When an Illinois Central traffic man hands you his card, he's tying you in with Mid-America's No. 1 transportation system—a railroad that serves more territory and offers greater variety and flexibility of service than any other railroad in Mid-America. This is a large and efficient railroad, and you'll learn it's a personal railroad, too, when you talk with an Illinois Central representative. He will be glad to discuss your transportation problems with you.

ILLINOIS CENTRAL

Main Line of Mid-America





Flexi-Van load is virtually immune to longitudinal shock. Special cars in this service have twin cushion draft gears

... Lading Damage

(Continued from Page 55)

If a 50-ft car is loaded straight through with the same 2-ft packages, all packages in the first 15 stacks will be damaged as a result of an 8.2-mph impact when the coefficient of friction is 0.20 at each level. Five-hundred-and-twenty-five pieces of freight will be damaged. There will still be 350 undamaged packages in the car, the same number as in the 40-ft car which was initially loaded straight through.

The amount of damage from switching impact increases with the length of the load.

With a rigid cross member secured to the car between the 12th and 13th stacks, there would be 10 stacks free of damage in each of the two sections.

In the car represented in Fig. 15, two stacks at the B end of the car and the first three stacks on the opposite side of the cross member would be damaged; thus the number of damaged pieces would be reduced from 525 to 175 by dividing the load.

Two dividers, proportionately spaced in a 50-ft load, would rule out any damage from an 8-mile switching impact.

Piggyback Shipments

A 32-ft motor truck trailer, loaded with the 2-ft packages already described, is mounted on a flatcar

and tied down with all slack eliminated. The friction coefficient throughout the load is 0.20.

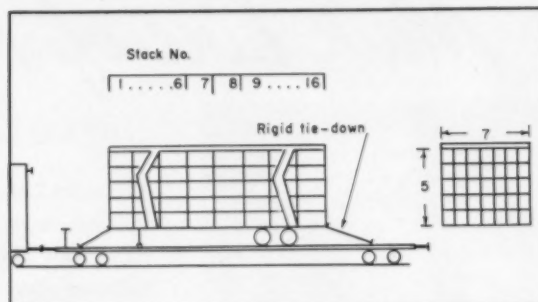


Fig. 16—With standard piggyback tie-down and a kinetic friction coefficient of 0.2 at all levels in the load, 8.2-mile impact will damage six stacks in 32-ft trailer

The car is subjected to an 8.2-mile coupling impact at the B end which produces a total force of 21,875 lb against the forward bulkhead of the trailer.

Each of the 35 packages in the first stack is subjected to compression of 586 lb during the period of the draft gear closure, which is 0.40 seconds.

The packages have been tested to withstand maximum lengthwise pressure up to 427 lb. Therefore, all 210 containers in the first six stacks will fail.

No packages in the other 10 stacks will be affected.

Flexible Tie-Down

Had the tie-down equipment in the preceding example included helical springs, the entire load might well have been free of damage.

The slack action of the assembly would have allowed the trailer to roll forward slightly after the draft gear had been fully compressed.

The effect of the springs would be to prolong the

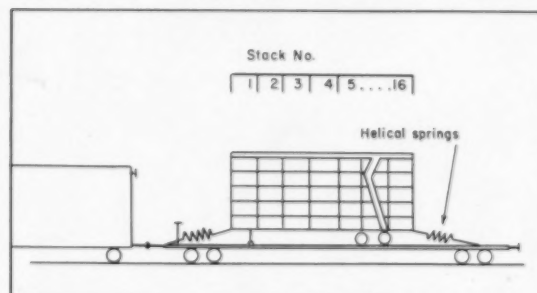


Fig. 17—Helical springs included in piggyback tie-down will eliminate the damage in trailer shown in Fig. 16

closure time of the draft gear mechanism by about a tenth of a second.

Actually, there is some slack in any piggyback tie-down. This tends to reduce damage from longitudinal shock, but helical springs would provide much greater protection.

The same principle has already been incorporated in the Flexi-Van system, which promises to be damage free. But there may not be a direct comparison because Flexi-Van cars are equipped with twin cushion draft gears. ●

(Resume Reading on Page 56)

The AASHO . . .

(Continued from Page 45)

In all, during the two-year test period, it is reported that vehicles on the test loops may amass as much as 16 million miles of operation. Electronic and mechanical equipment, modern computers and nuclear physics will be involved in the making and computation of findings.

Project Cost

When all is complete, it is expected that \$22 million will have gone into the project. Sharing the financing are the states, District of Columbia, Puerto Rico, the Bureau of Public Roads, the Automobile Manufacturers Association, and the American Petroleum Institute.

The road test findings will be used by the Bureau of Public Roads—a member of AASHO—in preparing reports for the Secre-

tary of Commerce to make to Congress, both for the basing of future rates of vehicle taxation, and on sizes and weights. The size and weight recommendations of the Commerce Department and AASHO, derived from the same information and worked out co-operatively, probably will conform closely.

AASHO has asked industries directly concerned—trucking companies, associations, manufacturers and others—to submit views on the type vehicles that can serve them best in the future. These views undoubtedly will be a factor in the recommendations.

Earlier Influence

AASHO's last recommendations, made in 1946 after consultation with industry and some highway user organizations, have greatly influenced the size and weight

regulations of most of the states. In 1956, Congress, for the first time, included size and weight limitations in a Federal-Aid Act. These, too, were tied to the AASHO 1946 recommendations.

Vehicles, road construction, the extent of service by trucks, and the importance of highway transportation to the nation have developed amazingly since 1946. The need for scientific data hardly can be exaggerated.

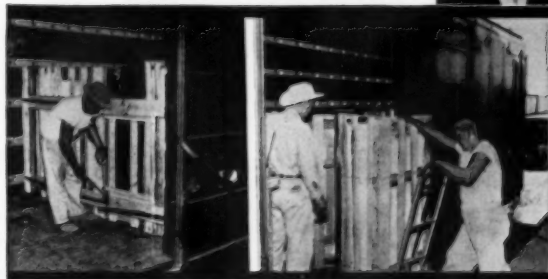
As pressures for more and more money mount, and the regulations in many areas grow less and less realistic, highway users eagerly await and hope the results of this and other efforts will provide fair and objective information.

On such information and its intelligent application may well depend the profits of shippers and transporters in future years. Further, it holds vital significance for the continuing rise in our national living standards—a rise which largely stems from efficient and economical distribution of goods. ●

(Resume Reading on Page 46)

Cut unloading time in half with . . .

SAFE-CARGO®



Ask your supplier to ship the "Safe Cargo" way. The most practical anchoring system in freight cars. Faster, easier unloading economy. Precious man-hours are saved with no gadgets or parts to burden unloading costs. Protected shipments with no scrambled mess to unload. Cut lading straps and remove cargo. That's it! Safe-Cargo Savings.

Cut the straps . . . start to unload . . . that's all there is to it!

No gadgets or parts to fuss with . . . you're on your way.

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YOUNGSTOWN STEEL CAR CORP.
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SAFE-CARGO

LOW-COST, POSITIVE DAMAGE-CONTROL



SEND NOW for complete data on the **SAFE-CARGO** way to cut unloading costs in half!

Dept. SC-1—or ask for the **SAFE-CARGO MAN** to call.

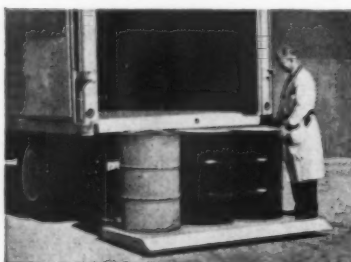
Circle No. 13 on Card, Facing Page 51, for more information

FOR **FASTER,
SAFER**
LOAD HANDLING:



ELEVATING TAILGATES

- * SERIES 1100 (1100 lb. capacity)
- * SERIES 1300 (1300 lb. capacity)



FOR STAKE & VAN TRUCKS ¾ TO 2½ TONS

Check these important features:

- * Power closing, automatic locking standard equipment!
- * Single lever, single cylinder control!
- * Greater capacity per pound of installed weight!
- * Fast operation—full load lift to 45½" in 11 seconds (1100), to 51" in 13 seconds (1300).
- * Added safety—maximum lowering rate positively controlled to prevent "crashing"; load stops instantly if lever is released; all platforms of safety plate.
- * Low cost—only \$520 for largest series 1100 model, \$537.50 for series 1300 (f.o.b. Emeryville; you install—it's easy!)

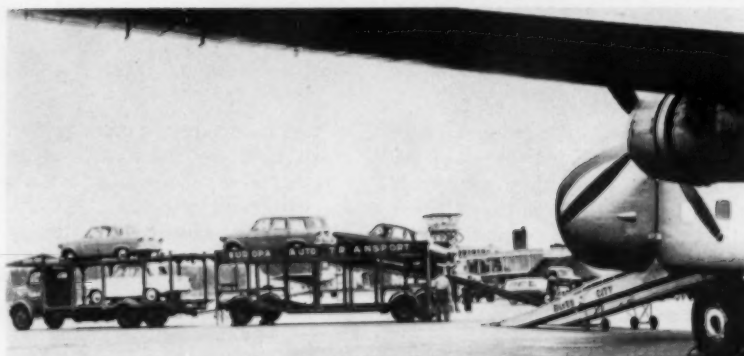
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Circle No. 14 on Card, Facing Page 51

Cross-Channel Car Delivery



A year-round cross-Channel car delivery service has started between Lydd Airport on England's South Coast and Le Touquet Airport on France's North Coast. After their aerial crossing in cargo carriers, the cars are unloaded directly onto road transporters for delivery to customers anywhere in France, Belgium, Germany, Holland, or Switzerland.

Show Preview...

(Continued from Page 61)

Vanguard Engineering Co.

Self-propelled, mobile work-shop; hand-operated or battery-operated Hydro-boom truck; and Aero-crane, a counterbalanced mobile floor crane.
Circle No. 32 on Card, Facing Page 51

Wayne Mfg. Co.

Power sweepers for inside and outside use, requiring no dust bag. LP, gasoline or battery powered equipment.
Circle No. 33 on Card, Facing Page 51

Weber Marking Systems, Inc.

Rapid-Dry handprinter enables multiple carton shippers to address labels for cartons or address directly to the cartons themselves.
Circle No. 34 on Card, Facing Page 51
(Resume Reading on Page 62)

At P-I-E People Spell
the Difference!



Jack Sanders, Traffic Manager of Gerber, prescribes...

Fast Relief for Traffic Headaches!

Day in and day out, Jack Sanders matches shipments of baby food to the feeding habits of millions of babies—in ten thousand cities and towns from New York to San Francisco.

It's a demanding job but he's found that he can count on P-I-E Salesman Harvey Bishop with confidence for there's no schedule too complex... no load too large or small... no town too hard for P-I-E people to reach.

From salesman to clerk to dispatcher to driver there's a loyal determination to "deliver the goods... in good shape, in good time." At P-I-E people spell the difference!



PACIFIC INTERMOUNTAIN EXPRESS

TERMINALS & OFFICES IN PRINCIPAL CITIES. GENERAL OFFICES P-I-E BLDG., 14TH & CLAY STREETS, P.O. BOX 958, OAKLAND 4, CALIFORNIA

P-I-E Delivers the Goods in good shape... in good time!

DISTRIBUTION AGE

... Warehouse

(Continued from Page 63)

shape of the warehouse building showing loading platforms, aisles, office, recuperating room, etc.

The building consists of 170,000 sq ft. Each day is numerically identified on the board just as it is in the warehouse itself. On this board is kept a pictorial reference and description of the actual occupancy of each bay. The item occupying a particular bay or area is identified by the product name, size, production code, number of cases and any other data. When an order is received and processed in the office, the clerk merely locates the particular item on the board. He selects the proper location, placing this information on the order itself. This system accomplishes several things:

(1) The order picker spends no time hunting for merchandise. He thus spends his time in the actual filling of the order physically.

(2) The locator board serves as an excellent space thermometer. It shows at a glance what space is available and its exact location.

(3) The board places the control of the merchandise in the office where it should be.

The board requires continual attention to be kept up-to-date. This presented a difficult problem until the true value became known. Now it is accomplished with little effort.

Another element in this operation is the handling of accounts with a great variety of products. Many orders consist of small deliveries. The merchandise to be used for current order filling is laid out in a prescribed pattern in the same order as it is shown on the warehouse release. Thus, the order clerk follows the same pattern with each order and cuts down on the time used for hunting. Each day the order filling stocks are replenished from a back-up stock which is kept in a separate area.

An interesting method of transporting the merchandise from the order picking areas to the delivery platform also has been devel-

oped. This operation uses a number of the electric-powered stackers.

They are a compromise between the fork-lift and a walkie pallet truck. A hoist carriage capable of handling 2800 lb is used. With this the clerk can break down high piles and obtain the necessary number of packages to fill an order.

The order clerk never leaves his area to deliver the completed orders to the platform. A shuttle or lift truck continually moves throughout the building taking inbound

pallets to the storage area and picking up these completed orders.

A third important factor affecting the efficient use of manual labor is worker morale.

Are his working conditions clean?

Is the equipment which he uses kept in good order?

These are but a few examples of how to make greater use of manual labor under warehouse control. All of the ideas presented have but one aim—to increase productivity. ●

(Resume Reading on Page 64)



a **GIANT** for performance
a **MIDGET** for expense

New (Model 734) Heavy Duty

CUSHMAN **ELECTRIC TRUCKSTER**

Built to carry a half-ton payload plus operator and passenger, the three-wheeled Cushman 734 Electric Truckster is a versatile and penny-pinching performer. You save money, gain convenience in light hauling, plant supervision and security, warehouse service, personnel transportation, and many other jobs.

Particularly suited for applications where gasoline powered equipment is not desirable, the 734 Electric Truckster is easy to handle, easy to maneuver in cramped quarters.

Rigid unitized construction... heavy duty rear suspension... wedge type drive belts... a big 45 $\frac{1}{2}$ " x 61 $\frac{1}{2}$ " flat bed that can be equipped with stake racks... all add up to a rugged workhorse. Heavy duty batteries deliver up to 50 miles before recharging. Fiber glass cab is available as optional equipment.

Ask your dealer for **FREE** demonstration or write for illustrated literature

Sold and serviced nationally—
replacement parts immediately available

Dealer inquiries invited



A subsidiary of Outboard Marine Corporation
LINCOLN, NEBRASKA

CUSHMAN MOTORS

1073 No. 21st, Lincoln, Nebr.

Please send complete information on the 734 Truckster.

NAME _____

ADDRESS _____

CITY _____ STATE _____

Circle No. 15 on Card, Facing Page 51, for more information

SHIP PIGGYBACK

**Fast, Dependable
Door-to-Door Service**

Expedited service between Chicago, Toledo, Cleveland, Buffalo and St. Louis, or between these points and principal eastern, western and southwestern destinations. Corresponding Nickel Plate service between substantially all important eastern points and the West and Southwest.

Open-top, closed and insulated vans; flat beds and other types of trailers available to suit shippers' or consignees' requirements.



**FOR RATES
AND SCHEDULES CONTACT**

Nickel Plate Road
Terminal Tower
Cleveland 1, Ohio



Or look
under "Railroads" in the
yellow pages of your phone book

Turnkey...

(Continued from Page 69)

Each of these 15-ton machines will have mechanical arms which will feed letters to each of six operators sitting at keyboards. As each letter reaches the keyboard, the operator will press several keys. These will tell the electronic memory system into which machine pocket the letter should be dropped.

Machines of this type will sort letters into more than 300 destination pockets. Operators will take the letters from the destination pockets, tie them in bundles, and place them on conveyor belts. The conveyors will carry them to a central collection point for dispatch on plane, truck, or train.

Incoming Letters

Handling of incoming letters also will be highly mechanized.

Since they come from other post offices, cancelling and some sorting will have been performed. The incoming mail sack will be hung, upside down, on the overhead conveyors at the truck platform. They will carry it automatically to an incoming mail processing area.

There the bag will be opened with the contents falling to a perforated metal table. A vacuum system will clean any dirt or foreign matter from the letters. Later, the sack also will be cleaned to make sure that all mail is out of it and to remove dirt.

Letters then will be conveyed to sorting machines. After processing on these, the letters will be sent out for local and area delivery.

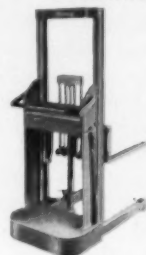
The sorting of parcel post, one of the most laborious mail handling jobs, is to be done with semi-automatic machinery.

Packages will move on conveyors to employees who will place them one at a time on moving trays. Simultaneously, they will press keys to tell the machine where each parcel is going. The machines will have different chutes for various destinations. As each parcel comes to the appropriate chute, the machine will tilt it off. The new parcel post sorting

**AMERICAN
Safeway**

**PORTABLE ELEVATING TRUCKS
for any stacking job**

From 46" to 130" lift



STANDARD
MODELS
priced from

**\$190⁰⁰
to
\$855⁰⁰**



Your crew can do twice the
handling work for
the same payroll cost

... and to take the heavy work
and heavy costs out of
HORIZONTAL HANDLING

**AMERICAN
LOAD-JOCKEY**



... the new drive
attachment for
portable elevating trucks

MATERIALS-HANDLING DIVISION
The American Pulley Company
4200 Wissahickon Ave., Philadelphia 29, Pa.
AMERICAN SAFEWAY TRUCKS—
by the makers of the famous American Pressed-Steel
Hand Trucks



Circle No. 16 on Card, Facing Page 51
DISTRIBUTION AGE

machines will be able to handle thousands of parcels each hour.

Postal officials have explained the need for post offices like Turnkey in this way:

A hundred years ago, transportation was the major problem facing the Post Office Department. It took several weeks to send a letter across the country. Today, a jet plane can transport mail from coast to coast in about five hours.

Per capita mail volume 20 years ago was approximately 200 pieces a year. Today it is 350 pieces. In 25 years it will be double today's volume. Until very recently the Postal Service has been attempting to handle these huge increasing mail loads with hand methods, many dating back to Ben Franklin's day.

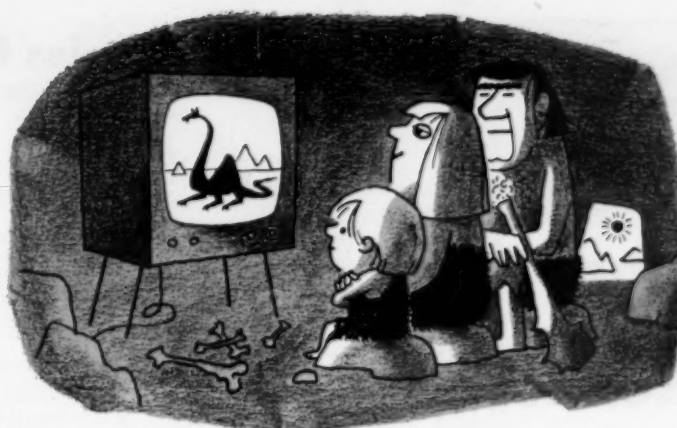
Mechanization should result in faster and more efficient movement of mails, improved working conditions, and a more efficient use of space. ●

(Resume Reading on Page 70)

Tanks for Sea-Land Service



Elongated, U-shaped tanks designed for sea-land service, are replacing drums for the shipping of ethyl anti-knock compound. Built by the American Car and Foundry Division of ACF Industries, they carry the equivalent of 40 drums. The tank can be emptied in about one and a half hours, compared to six hours for 40 drums. The unique shape makes it possible for tank of this capacity to be transferred by crane from the hold of a Pan Atlantic Steamship Corp ship to a truck-trailer



one step ahead

Old Dad Neanderthal is obviously a step ahead... but what happens when that TV set needs repair?

It's just not enough to be the most advanced man in your community unless there is someone equally progressive to take care of your needs.

Today, there is such a man... your local Global Van Lines Agent. He represents an organization that's as modern as your own.

And he's a modern expert in industrial moving. Personnel relocation and careful transportation of your most delicate equipment are his specialties.

Next time your firm is planning movement of personnel or equipment, call your Global agent.



EQUALLY ESSENTIAL

for Reliable Protection
against

FIRE, BURGLARY and OTHER HAZARDS

ELECTRIC PROTECTION SYSTEMS

scientifically engineered
skillfully manufactured
expertly installed

REGULAR INSPECTIONS, TESTS

and complete maintenance
by specially trained
technicians

and you get all with **ADT**



- Central Station Services in principal cities and surrounding areas.
- Elsewhere, ADT-Maintained Systems, direct-connected to fire and police headquarters.

Controlled Companies of

AMERICAN DISTRICT TELEGRAPH COMPANY

A NATIONWIDE ORGANIZATION
Executive Office: 155 Sixth Avenue, New York 13, N. Y.

Circle No. 17 on Card, Facing Page 51, for more information

Ship food and tobacco products

to principal markets
of the Eastern Seaboard
and the Midwest

VIA



Our 25th Year
of Service
1934-1959

"We pull for Industry"

- Over 2,000 units of modern mobile equipment
- Teletype connecting all terminals
- U.S. Bonded and Customs Licensed



For "know-how" service on truck loads or less, call McLean today, or write Dept. C, Box 213, Winston-Salem, N. C.

McLean also manages and operates
Hayes Freight Lines, Inc., serving
the Central States

... New Swiss Cold Store

(Continued from Page 74)

also made air-tight, thus enabling a high CO₂ content of the air to be maintained.

Conditions within the storage area are remote controlled from an exterior anti-room.

Gas-Tight

Under the Dutch system a completely gas-tight compartment is installed in the normally insulated refrigeration area. The walls, ceiling and floor of the compartment are some centimetres distant from those of the storage area.

In the space between these two sets of walls, ceiling and floor, the refrigerated air circulates in closed circuit, the air cooler and ventilator being housed in a separate anti-chamber.

The climate within the storage compartment with its high CO₂ content and high humidity is kept constant. Supplementary ventilation assures a good aeration of the stored produce.

Temperature within the storage rooms is thermostatically controlled, while thermo-hydragraphs and apparatus take care of humidity and CO₂ content.

Connected with the gas storage chambers, which are accessible through a common antichamber, are two other refrigerated fruit stores of usual construction.

Their cooling equipment is placed in a compartment located over the doors, where it takes up less of the useful space. It is provided with valves for the fresh air and for the air in closed circuit.

Each of the basement, first floor, and second floor refrigerated storage rooms has an area of 500 m².

These are intended chiefly for the storage of potatoes. Fresh air is taken to the upper stories through a duct installed in the staircase by the side of the goods elevator.

The refrigeration machines are

(Please Turn to Page 90)



50-A Series Single Ball Race Pressed Steel Swivel Caster. Also 52-A Series Double Ball Race Pressed Steel Swivel Caster.



51-A Series Pressed Steel Rigid Caster.

Bond
built-for-the-job

TRUCK CASTERS

... move heavier loads faster
for less cost

See your nearby Bond distributor—he'll be glad to recommend and supply the right Bond Casters for your in-plant and warehouse material handling operations. Write for your free copy of the 68-page Bond Catalog K-40.

BOND FOUNDRY & MACHINE CO.
in the heart of the Pennsylvania Dutch Country
308 Penn St., Manheim, Pennsylvania



3-A Series Single Ball Race Semi-Steel Swivel Caster.

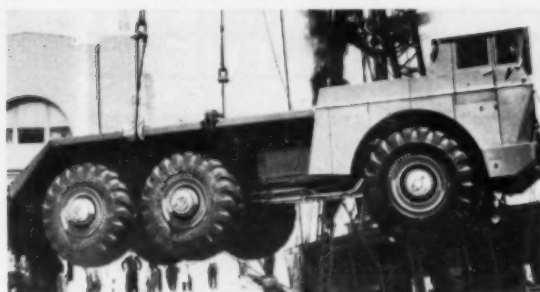
36-A Series Double Ball Race Semi-Steel Swivel Caster.



40-A Series Double Ball Race Structural Steel Swivel Caster. Also 40-A-MH and 4-A-H for Heavy and Extra Heavy Duty services.

Circle No. 18 on Card, Facing Page 51, for more information

"World's Largest Truck"



Described as the "world's largest truck," this vehicle arrived recently from France at the port of New Orleans. It traveled overland, riding on 8-ft tires made by Good-year, to Tulsa, Okla. Built by Automobiles M. Berliet, it can carry payloads of 100 tons. It was displayed at the International Petroleum Exposition

Rope Gate Reduces Accidents



Campbell "66" Express, Inc., has equipped its trailers with rope gates which serve a dual purpose. They provide protection for the man who opens the trailer after its road trip, preventing freight from falling on him. They also keep freight from falling to the ground, thus eliminating damage to the shipment

Tarp Replaces Cocoon

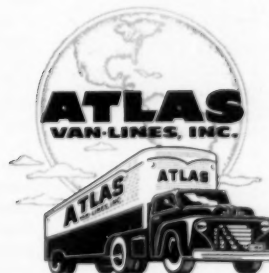


In a cost-cutting measure, the Boeing Airplane Co. has switched from plastic cocoons to re-usable tarpaulins for protecting aircraft sections shipped on open railroad cars. The tarps are of neoprene-coated nylon. Cocooning cost \$500 to \$600 per piece shipped. Tailor-made tarps cost about \$1000 each and last up to 25 trips



AGENTS

THE PROFIT
MOVE IS
TO



Single-line and Nationwide!
Organized By Agents for Agents

COMPARE THESE ADVANTAGES

- Each agent has identical and equal opportunity . . . you operate unrestricted within the limits of your own ICC authority . . . yet you have all the advantages of a strong national affiliation.
- Every sale is an agent's sale . . . there is no competing company sales force . . . no competing company equipment . . . no competing company warehouses.
- You receive earned revenue as soon as collected by Atlas, on long distance hauls.
- Your van on the road has first priority for return tonnage . . . a strong centralized dispatching provides tonnage both ways.
- Expedited claim handling thru the agency organization has already resulted in high dollar return to the agents.

Plus the new ATLAS Agent Power Plan

A hard-hitting profit assuring promotion in which every Atlas agent participates . . . every Atlas agent benefits.

Write . . . Wire . . . Phone . . . Today . . . You May Qualify For An Agency

ATLAS VAN-LINES, INC.

6244 S. Ashland Ave., Chicago 36 • Agency Relations Dept.



By Leo T. Parker
Legal Consultant,
Distribution Age

WITHIN THE LAW

TRANSPORTATION

Can a court really decide whether freight rates are reasonable or whether they are not?

A higher court has indicated that no court can determine whether through freight rates are reasonable or unreasonable. This is the duty of the Interstate Commerce Commission.

For instance, in *United States v. T—, Inc.*, 252 Fed. Rep. (2d) 178, a motor carrier sued the United States for unpaid transportation charges on certain shipments of freight. The government's main defense was that the through freight rate was prima facie unreasonable and unlawful because it exceeded the total of the intermediate rates.

The higher court held that before a decision can be rendered, the ICC must make an investigation and decide whether or not the through rates are unreasonable. The court said:

"The through rate, \$10.74, was considerably in excess of the sum of the intermediate rates, \$6.91. . . . The cause remanded with directions to hold the judgment in abeyance to enable the government to obtain a determination from the ICC with respect to the reasonableness of the through rate as applied to the transportation services here involved."

If motor trucks are temporarily stored in a specific county, can that county tax the owner?

Not if the trucks are only temporarily situated in a county.

In *C— E— v. R—*, 310 S. W. (2d) 694, Texas, the testimony showed that a transport company had its 26 motor trucks and trailers in the city of Roscoe in Nolan County, Texas, on Jan. 1, 1956. The company had its office and principal place of business in Dallas County. On the date of Jan. 1, the motor trucks were under no order to be moved outside of Nolan County.

The County of Nolan assessed taxes against the twenty-six trucks because a state law provides that all property—real and personal—shall be listed

and assessed in the county where it is situated.

The higher court held that the County of Nolan could not collect. Another state law says that all personal property temporarily removed from the state or county shall be listed and assessed in the county of the residence of the owner.

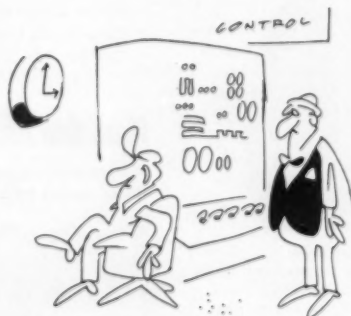
Since the trucks were only temporarily situated in Nolan County on Jan. 1, the higher court held:

"The rolling stock of the defendant motor transportation corporation was not under the facts of this case subject to taxation in Nolan County where it was located and assessed for taxes on Jan. 1. The situs of such personal property for taxation was in Dallas County where defendants, the owners, had their home offices and principal places of business."

Can a common carrier escape liability by delegating all or some of its lawful duties?

No. For instance, in *P— B— v. A— F— & C— Co.*, 251 Fed. (2d) 56, it was shown that an official of the H— M— Co. delegated to one W— certain authority over the company's motor truck. W—'s negligence caused serious injuries to one M—.

In holding the H— Co. liable to M— for \$46,790.00 damages, the court said:



"The basis for liability imposed upon H— is the rule that the duties of a common carrier cannot be delegated and that such common carrier is answerable to third parties for the negligence of persons to whom it intrusts a part of its duties."

Can a city enforce a law prohibiting parking motor trucks in a designated area?

Yes. In *S— v. C—*, 226 Pac. (2d) 889, it was shown a city enacted an ordinance which forbids parking of motor vehicles within 75 feet from the entrance to any fire or police station.

In holding the ordinance valid, the higher court said:

"It is admitted that trucks when placed in position to load or unload at appellants' docks, stand, in part at least, within seventy-five feet of the entrance to the fire station. Parking is not a right, but a privilege, and, as such, is subject to reasonable regulation under the police power."

If an appeal to expiration of a certificate of public convenience is filed late, what happens?

Recently, a higher court held that if a carrier fails to file an appeal promptly after its certificate of public convenience and necessity expires and its renewal is denied, it must "Start from the bottom" and file again.

For example, in *F. W. T— v. L— M— & W— Co.*, 322 Pac. (2d) 376, the testimony showed facts, as follows: A common motor carrier's certificate of convenience and necessity expired on a designated date. The Public Service Commission gave due notice to all interested parties and a hearing was held wherein it denied right to have the common motor carrier's certificate of convenience and necessity reinstated. No appeal was promptly taken from such orders.

In later litigation the higher court held that the certificate was automatically revoked and that the commission thereafter had no authority to issue or renew such certificate.

State Taxing of Non-Resident Carriers Attacked by Movers

Bennett W. Benson spoke out against effects which will occur from "vague and ambiguous" Supreme Court decisions which allow states to levy taxes on income of out-of-state firms operating within their boundaries.

Benson, acting on behalf of the Movers Conference of America and the Massachusetts Furniture and Piano Movers Association, referred to the ruling as an invitation "to each of the states in which an interstate household goods carrier may operate to seek to levy a tax upon the net income of the mover."

Even though a proviso acts against multiple taxing of a mover's income, Benson warned that "variances in its interpretation will be legion."

—DA—

ACW Elects Dozier, President

At its recent Annual Meeting in Washington, the American Chain of Warehouses, Inc., elected John K. Dozier its president. Also elected were John W. Terreforte, executive vice president; J. N. Pettit, vice president; and J. C. Miller, secretary-treasurer.

—DA—

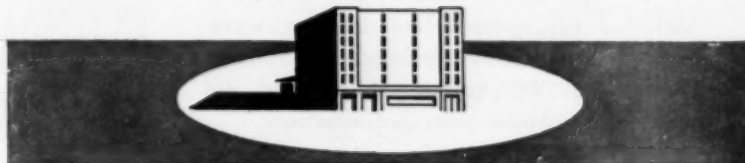
Edgett of NAVL Charts Industry Growth, Potential at College

James D. Edgett painted a handsome picture of moving industry potential for students at Stanford University Graduate School of Business, recently.

Edgett, president of North American Van Lines, predicted that the industry would nearly double its present sales volume within five years. He told the gathering that the moving industry is only beginning to attain part of its potential in the realm of industrial sales both in the U. S. and abroad.

Edgett said that his company's international sales activity has increased 50 per cent within the past 12 months.

Warehouse SPOTLIGHT



Warehouse Briefs

Wheaton Van Lines, Inc., has moved into new offices and doubled the size of its facilities at Indianapolis, Ind.

Sixty-one specially-designed tandem-axle trailers are being added to the Aero Mayflower Transit Co., Inc., fleet.

Rated refrigerated trailers will soon be available, according to an announcement by the Truck-Trailer Mfrs. Assn.

New agents for Allied Van Lines, Inc., are Atkinson Transfer and Storage, Inc., Watertown, N. Y.; General Warehouse Co., Beaufort, S. C.; Morehead Moving and Storage, Morehead City, N. C.; Lenz Moving and Storage Co., Ardmore, Okla.; Ball Cartage Ltd., Yorkton, Sask.; Humber Valley Transport Co., Ltd., Corner Brook, Newfoundland; and Smith Transfer Service, Freeport, Ill.

Edgar's Warehouses, Inc., recently opened a new warehouse at 2500 W. State Blvd., Fort Wayne, Ind.

Now completed and open for service is a new warehouse at 6750 Lexington Ave., Cleveland, Ohio. The Butler steel frame with aluminum building is owned by The Andrews Moving and Storage Co.

Warehouse service at Eau Claire, Wis., is announced by Superior Transit Storage Corp.

D. H. Overmyer Warehouse Sales Co. marked its Fifth Annual Meeting at the AWA Convention in Washington, D. C., recently.

Gross revenue of North American Van Lines, Inc., for 1958 was \$33,780,000, or \$600,000 more than 1957.

New agencies for Aero Mayflower Transit Co., Inc., are Associated Storage and Van, Inc., Marion, Ind.; McNamara Moving and Storage, Emmetsburg, Iowa, and McVannan Moving and Storage, Wellsboro, Pa.

United Van Lines recently held seven Annual Regional Meetings for its agents across the nation. Agents from a 10-state area surrounding the site of each meeting attended the all-day sessions.

Architects for the new headquarters building of Atlas Van Lines, Inc., have been chosen. They are Hironimus - Knapp - Tarrants. The building will be at Evansville, Ind.

Serving Rochester, N. Y., and the surrounding area is McKee Storage Warehouse Corp., new modern warehouse facility, agent for Bekins Van Lines Co.

Club Briefs

Beta Upsilon Chapter, Delta Nu Alpha, Indianapolis, Ind., recently held a smorgasbord dinner at McClarney's Restaurant.

The Traffic Club of Houston and Delta Nu Alpha will sponsor the Southwestern Transportation Round-Up Conference, May 18-19.

The Spring Dinner Dance of the Denver Traffic Club was held at the Petroleum Club.

The Traffic Club of Hudson County, Inc., N. Y., held an Industry Night recently.

Warehouse Directory

Listed below are the more than 300 public warehouses whose services are advertised in this issue of DISTRIBUTION AGE. The listing is alphabetical by city and state. Included are general merchandise warehouses, refrigerated warehouses, and household goods warehouses. Also listed are certain warehouse sales organizations.

Additional information on the services and facilities of particular warehouses shown in the listing can be obtained by turning to the advertisements on the following pages. Generally the advertisements appear in the same geographical, alphabetical sequence as the listings below. Still more information can be had by writing directly to the warehouse.

ALABAMA

Doc's Tfr. & Warehouse, Inc.
Harris Warehouse Co.
Strickland Tfr. & Whse. Co.
Dothan
Security Bonded Whse.

ARIZONA

Phoenix
B-Z-Bee Transp'n. & Whse. Co.
Lightning Mvg. & Whse.

CALIFORNIA

Los Angeles
Bekins Warehousing Corp.
Central Warehouse Co.
Davies Warehouse Co.
Overland Term. Warehouse Co.
Pacific Coast Terminal Whse. Co.
Pacific Commercial Whse., Inc.
Star Truck & Whse. Co.
Union Terminal Warehouse
Oakland
Howard Terminal
San Diego
Lyon Van & Storage Co.
San Francisco
San Francisco Whse. Co.

COLORADO

Colorado Springs
Welcker Tfr. & Stge. Co.
Denver
Larsen Tfr. & Stge. Co.
North Denver Tfr. & Stge.
Welcker Tfr. & Stge. Co.
Pueblo
Burch Whse. & Tfr. Co., Inc.
Welcker Tfr. & Stge. Co.

CONNECTICUT

Danbury
Shepard's Warehouse
Hartford
George E. Dewey & Co.
Hartford Despatch & Whse. Co., Inc.
New Haven
Atlantic Bonded Whse. Corp.
Smedley Company
Stamford
Schaefer, Inc.

DELAWARE

Dover
Delmarva Whses., Inc.

DISTRICT OF COLUMBIA

Washington
Commercial Storage Co.
Davidson Tfr. & Storage Co.
Kane Warehouse Company
Terminal Stge. Co. of Wash.

FLORIDA

Jacksonville
Jacksonville Warehouse Co.
Laney & Duke Stge. Whse. Co., Inc.
M & M Term'l Whse. Company
Peninsular Whse. Company
Union Terminal Whse. Co.
Miami
Colonial Warehouse, Inc.
International Bonded Whse. Corp.
Santini Bros., Inc.
Tampa
Caldwell Bonded Whses.

GEORGIA

Atlanta
American Bonded Whse.
Coweta Bonded Warehouse
Savannah
Savannah Bonded Whse. & Tfr. Co.

HAWAII

Honolulu
City Transfer Co., Ltd.
H C & D Mvg. & Stge.

ILLINOIS

Cairo
Hudson Warehouses
Chicago
Affiliated Whse. Companies
American Chain of Whses., Inc.
Anchor Storage Co.
Associated Warehouses, Inc.
Crooks Terminal Whses., Inc.
Currier-Lee Whses., Inc.
Equipment Storage Corp.
Griswold & Bateman Whse. Co.
Grove Storage Co., Inc.
Joyce Bros. Stge. & Van Co.
Majestic Whses., Inc.
Midland Warehouses, Inc.
North Pier Terminal
Packers Term'l & Whse. Corp.
Producers Warehouse Co.
Riverside Warehouse
Soo Terminal Whse.
Sykes Terminal Whse. Co.
Thomson Terminals, Inc.
Wakem & McLaughlin, Inc.
Western Warehousing Co.

East St. Louis
McMahon Transfer & Whse. Co.
Mid-America Term'l Whse., Inc.
Mississippi Avenue Whse.

Joliet
Joliet Whse. & Tfr. Co.

Kankakee
Belt Route Whse. Stge. Co.

Peoria
United Facilities, Inc.

Vandalia
Vandalia Whse. Corp.

INDIANA

Elkhart
Schult General Warehouse

Evansville
Beeler Warehouse Corp.
Ingle Street Whse. Co.
Mead Johnson Terminal Corp.
Terminal Whse., Inc.

Fort Wayne
Edgar's Warehouses
Fort Wayne Storage Co., Inc.
Pettit Whses., Inc.

Hammond
Great Lakes Whse. Corp.
Illiana Storage Co., Inc.
Nowak Warehouses, Inc.

Indianapolis
Indiana Term'l & Refrig. Co.
Indianapolis Whse. & Stge. Co., Inc.
Merchandise Whse. Co., Inc.
Strohm Whse. & Cartage Co.

Muncie
Oren-Shively Whses.

IOWA

Cedar Rapids
American Tfr. & Stge. Co.
Cedar Rapids Tfr. & Stge. Co.
Davenport
Roederer Transfer & Storage Co.
Dubuque
Dubuque Stge. & Tfr. Co.

KANSAS

Kansas City
G-K Warehouses, Inc.
Wichita
Brokers Office & Whse. Co.
United Warehouse Company
Yellow Van Moving & Stge. Co.

KENTUCKY

Louisville
Louisville Public Whse. Co.
Mid-Land Warehouse Co., Inc.
Winchester
Winn Avenue Whses., Inc.

LOUISIANA

New Orleans
H. G. Bauer Mvg. & Stge.
Commercial Term'l Whse., Inc.
Gulf Shipside Storage Corp.
Hayes Drayage & Storage, Inc.
Jackson Warehouses, Inc.
Maloney Tking. & Storage, Inc.
Standard Warehouse Co., Inc.

Shreveport
Herrin Tfr. & Whse. Co., Inc.

MAINE

Bangor
Galt Block Warehouse Co.

MARYLAND

Baltimore
Camden Warehouses
Davidson Transfer & Stge. Co.
Rowley Whsing. & Distributing, Inc.
Western Maryland Whse. Co.

MASSACHUSETTS

Boston
Charles River Stores operated by Merchants Whse. Co.
Commodity Warehouse Corp.
Hoosac Storage & Whse. Co.
National Dock & Stge. Whse. Co.
Standard Storage Co.
Wiggin Terminals, Inc.

Lowell
Curran-Morton of Lowell, Inc.

Springfield
Pioneer Valley Refrig. Whse., Inc.

MICHIGAN

Detroit
Central Detroit Whse. Co.
Detroit Harbor Term'ls, Inc.
Fleetwing Terminal Corp.
Grand Trunk Whse. & C. S. Co.
John F. Ivory Storage Co., Inc.
Jefferson Terminal Whse.
Lakeshore Warehouse Inc.
United States Cold Stge. Corp.

Saginaw
Central Warehouse Co.

MINNESOTA

Minneapolis
Minneapolis Terminal Whse. Co.
Security Warehouse Co.
St. Paul
Central Warehouse Co.
St. Paul Term'l Whse. Co.

MISSOURI

Joplin
Sunflower Tfr. & Stge. Co.
Kansas City
Adams Tfr. & Storage Co.
Belger Warehouse Co.
Central Storage Co.
Crooks Terminal Whses., Inc.
Evans Whse. Service
G-K Whses. Inc.
Jacobs Warehouse Co., Inc.
Kansas City Term'l Whse. Co.
Midwest Terminal Whse. Co.

St. Louis
Keystone Warehousing Co.
S. N. Long Warehouse
Madison St. Term'l Whse. Corp.
Rutger St. Whse., Inc.
St. Louis Terminal Whse. Co.
Tyler Whse. & Cold Stge. Co.
Warehousing Corp. of Mo., Inc.

Springfield
General Warehouse Corp.

NEBRASKA

Lincoln
Sullivan Tfr. & Stge. Co.
Omaha
Ford Stge. & Mvg. Co.
Gordon Stge. Whses., Inc.
Omaha Central Whse. Co.

NEW HAMPSHIRE

Manchester
McLane & Taylor Corp.

NEW JERSEY

Atlantic City
Atlantic Moving & Storage Co.

Bayonne
Lehigh Tank Terminal

Camden
Camden Marine Terminals
Eavenson & Levering

Elizabeth
Wheeling Transportation, Inc.

Jersey City
Cooke Warehouse Corp., J. Leo
Lackawanna Whse. Co., Inc.
Wheeling Transportation, Inc.

Newark
Federal Stge. Whses.
Lehigh Whse. & Trans. Co.

Port Newark
Lehigh Term. & Whse. Co.
Wheeling Transportation, Inc.

Trenton
Anchor Warehouse Co.
Delaware Valley Whse. Co.

NEW YORK

Brooklyn
Dock Whsing. & Bottling
Center, Inc.
Empire State Whses. Co.

Buffalo
American Household Stge. Co.
Buffalo Merchandise Whses., Inc.
Keystone Warehouse Co.

Knowlton Warehouse, Inc.
Geo. Laub's Sons
Lederer Terminals
Wilson Warehouse, Inc.

Deer Park, L. I.
Pinter Warehouse, Inc.
Dunkirk
Tidewater-Cleveland Stge.
Corp.

Horseheads
Lehigh-Horseheads Whse.
Corp.

New York City
Affiliated Whse. Companies
American Chain of Whses., Inc.
Associated Warehouses, Inc.
Bowling Green Stge. & Van Co.
Chelsea Fireproof Stge. Whses.
Santini Brothers, Inc.

Richmond Hill, L. I.
Kew Gardens Stge. Whse., Inc.

Rochester
Geo. M. Clancy Carting Co.,
Inc.

Syracuse
Great Northern Whses., Inc.
King Storage Whse., Inc.
Paul-Jeffrey Company

White Plains
J. H. Evans & Sons, Inc.

NORTH CAROLINA
Charlotte
American Stge. & Whse. Co.,
Inc.
Dixie Cartage & Whsing. Co.

Raleigh
Carolina Stge. & Dist. Co.
Raleigh Bonded Whse., Inc.

NORTH DAKOTA
Fargo
Union Storage & Tfr. Co.

OHIO
Akron
Cotter Merchandise Stge. Co.

Canton
Canton Storage, Inc.
Cincinnati
Cincinnati Term. Whses., Inc.

Cleveland
Assembly Distribution Service,
Inc.

Conaty Warehouse Co.
Lederer Terminals
National Terminals Corp.
Railway Warehouses

Columbus
Central Ohio Warehouse Co.
Columbus Term. Whse. Co.
Merchandise Whse. Co.
Neillon Storage Co.
Ohio Warehouses, Inc.

Dayton
Dayton Warehouses, Inc.
Lewis & Michael, Inc.
Union Storage Co.

Toledo
Great Lakes Term. Whse. Co.
Merchants & Mfrs. Whse. Co.
Toledo Terminal Whse., Inc.

Youngstown
Lederer Terminals

OKLAHOMA
Oklahoma City
General Warehouse Corp.
O. K. Tfr. & Stge. Co.

Tulsa
General Warehouse Corp.

OREGON
Portland
Holman Transfer Co.
Oregon Transfer Co.
Rapid Transfer & Stge. Co.
Rudie Wilhelm Whse. Co.

PENNSYLVANIA
Allentown
Hummel Warehouse Co., Inc.
Butler
Nicholas Tfr. & Stge. Co.

Erie
Erie Warehouse Co.
M. V. Irwin Moving & Stge.

Harrisburg
Central Storage & Transfer Co.
Harrisburg Storage Co.
Harrisburg Warehouse Div.,
Western Whsing. Co.

Lancaster
Lancaster Storage Co.
Philadelphia
Commercial Warehousing Co.

Merchants Whse. Co.
Pennsylvania Whsing. & Safe
Deposit Co.
Terminal Warehouse Co.
Pittsburgh
Beacon Warehouse, Inc.
White Terminal Co.
Scranton
Mifflin Warehouse Co.
Quackenbush Warehouse Co.

SOUTH CAROLINA
Charleston
Berkeley Storage Co.
Charleston Whse. & Fwdg.
Corp.
Columbia
Carolina Bonded Stge. Co.

TENNESSEE
Chattanooga
Chattanooga Whse. & C.S. Co.
Cherokee Whses., Inc.

Memphis
Mayer Whse. & Term. Inc.
Midwest Terminal Whse. Co.
Poston Warehouses, Inc.
Vaiden Warehouse

Nashville
Bond, Chadwell Co.
Central Van & Stge. Co.

TEXAS
Corpus Christi
Crocker Transfer & Stge. Co.,
Inc.

Dallas
Dallas Transfer & Term. Whse.
Co.
Interstate-Trinity Whse. Co.

El Paso
El Paso Term. Whses., Inc.
Western Warehouses

Fort Worth
Binyon O'Keefe Stge. Co.
Johnson Stge. & Van Co.
United States Cold Stge. Corp.

Houston
American Warehouses, Inc.
Houston Central Whse. & C.S.
Co.
Houston Term. Whse. & C.S.
Co.
Houston Warehouse Service,
Inc.

Patrick Tfr. & Stge. Co.
T.P.C. Stge. & Tfr. Co., Inc.
Texas Service Whse. Co.
Union Transfer & Stge. Co.
Universal Term. Whse. Co.
Wald Term. Whse. Co., Inc.

UTAH
Salt Lake City
Noyce Transfer Co.
Redman Van & Storage Co.

VIRGINIA
Norfolk
Security Storage & Van Co.
Southgate Storage Co., Inc.

WASHINGTON
Seattle
Taylor-Edwards Whse. & Tfr.
Co., Inc.

Spokane
Riverside Warehouses, Inc.
Taylor-Edwards Whse. & Tfr.
Co., Inc.

WEST VIRGINIA
Dunbar
Guaranty Storage Co.
Huntington
Service Warehouse Corp.

WISCONSIN
Eau Claire
Superior Transit Stge. Corp.
Green Bay
Leicht Tfr. & Stge. Co.

Madison
Hansen Stge. of Madison, Inc.
Milwaukee
American Warehouse Co.

Hansen Storage Co.
National Warehouse Corp.
Terminal Storage Co.

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Howell Warehouses Ltd.
Terminal Warehouses Ltd.
Toronto Storage Co. Ltd.
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Allied Distribution
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Sutter 1-3461

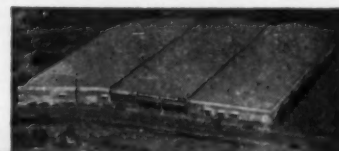
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- ★ Moving, packing, shipping.
- ★ Crane, Winch, Heavy hauling equipment.

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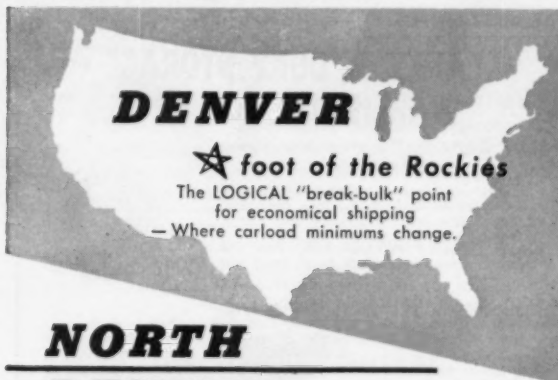
Affiliated WAREHOUSE COMPANIES

NEW YORK



CHICAGO

and Firms are Arranged Alphabetically



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Inventory control

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55,000 sq. ft.

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Adams 2-2883

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Member: SEWA, JWA, ADI

JACKSONVILLE, FLA.

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Concrete Buildings—Low Insurance Rate—14 Car Siding — 15 Truck Platform — ADT Protection — Cooler Space — Air Conditioned Office Space — Completely Mechanized — 67,000 Square Feet — Represented by AWI, Chicago phone: Randolph 6-4457. New York phone: Murray Hill 9-7646.



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Rental Compartments—Sub-Postoffice
Members A.W.A.—A.C.—of-W.—J.W.A.**... New Swiss Cold Store**

(Continued from Page 82)

installed on the ground floor in a small room of the existing building.

In winter, this room can be slightly heated and ventilated. Two RL 20 and RL 40 compressors furnish together 75,000 kcal/h.

The smaller machine is coupled to a two-speed motor such that refrigeration can be obtained in five different stages. Refrigeration is automatically controlled according to requirements.

The temperature of evaporation is maintained within narrow limits and the consumption of refrigeration water also is controlled automatically giving economy of operation.

Special attention has been given to the defrosting of the air cooling equipment. This also has been automatized in large measure.

Timed relays stop evaporation periodically, cause the water to stream over the frosted surfaces of the cooling elements, then allow the surfaces to be air-dried for some minutes before refrigeration is again resumed.

In the rooms where the temperature is relatively high only the refrigeration is stopped and the circulating air defrosts the refrigeration surfaces.

The humidifier and the supplementary heat, automatically controlled, serve to maintain the de-

sired high humidity. Centralized supervision of the complete installation is afforded from the machine room.

Periodically, or when atmospheric conditions allow, the storage areas can be completely ventilated with fresh air from outside.

Each refrigeration group is provided with a control valve, which, when opened, connects the group to the fresh air duct mounted in the staircase.

By regulating the valves, it also is possible to work simultaneously with fresh air and circuit air. ●

(Resume Reading on Page 84)

and Firms are Arranged Alphabetically

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Division of United States Freight Co.
3675 NORTHWEST 71st STREET
100,000 sq. ft. Sprinklered-Fireproof

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SAL & FEC RR Siding 29 cars A.D.T. Protected.
Operate modern fleet trucks & trailers.

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Merchandise and Household Goods

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- Branch Office and Display Space
- Easily accessible truck docks
- Private Rail Sidings



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Southeastern Bonded Warehouses, Inc.

"Better Warehouse Service"

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Merchandise Warehousing Pool Car Distribution
Sprinklered A.D.T. Burglar Protection A.W.A.



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Owned and operated by Coweta Investment Co.

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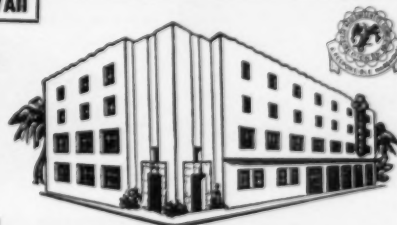
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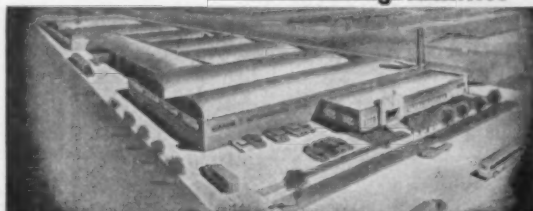
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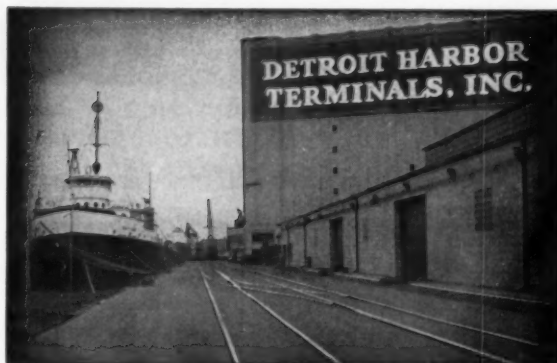
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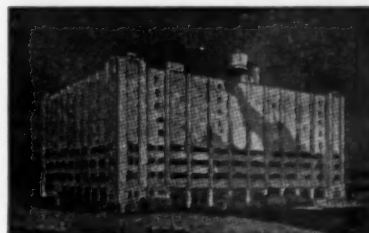
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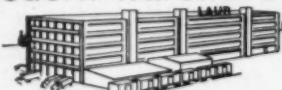
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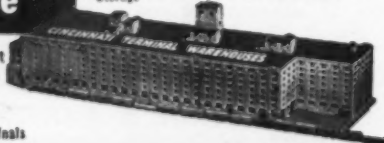
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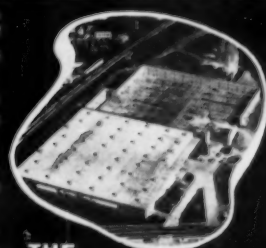
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Local, Long Distance Moving

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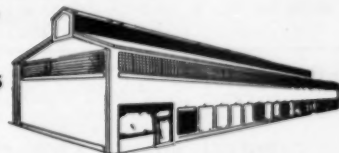
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Established 1926

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Experienced personnel.

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The Ideal Spot for Distribution to the
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1157 TERMINAL

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Automatic Sprinkler System—Centrally Located

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THE BIG WHEEL IN THE SOUTHWEST
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SOUTHGATE TERMINAL

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- Fully Mechanized and Palletized
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- Custom Bonded Space
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Represented By
DISTRIBUTION SERVICE, INC.
New York—Chicago—San Francisco

... Aids

(Continued from Page 51)

L.A. Harbor Report

Southern California continues to be a fast growing international trade market, according to the latest annual Report of the Port of Los Angeles. Inter-woven through the 48-page report are countless evidences that the southern half of the state in general and Los Angeles in particular is consuming more and more overseas products.

Circle No. 76 on Card, Facing Page 51

Conveyor Catalog

Mathews Conveyor Co. is offering a new catalog which fully covers roller and wheel conveyors produced by the company. Light and heavy-duty wheels are shown along with a complete line of rollers, ranging in diameter from 1½ to 6½-in. Capacity range is from 60 to 1600-lb.

Circle No. 77 on Card, Facing Page 51

Air Handling Hose

The Flexaust Co., is making available two bulletins describing how flexible hose can be used to advantage in air handling and fume control.

Circle No. 78 on Card, Facing Page 51

One-Package Transportation

Restrictions which ban the railroads and other carriers from using the whole range of transportation tools are touched on in a pamphlet created by the Association of American Railroads.

Circle No. 79 on Card, Facing Page 51

Bulk Transport Rail Car

A leaflet and specification sheet is attached to a recent offering made by General American Transportation Corp., developer of the Dry-Flo car. The folder includes several cutaway views of the cars operative points.

Circle No. 80 on Card, Facing Page 51
(Resume Reading on Page 52)

and Firms are Arranged Alphabetically

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WAREHOUSING: For You**

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Guaranty Storage**

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Merchandise Storage
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Storage
Waterfront Facilities
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U. S. Customs, State and
Public Bonded
70 Car Track Capacity
Modern Handling Equip-
ment
Private Siding on C&NW
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Reciprocal Switching all
lines



Complete local and over-the-road truck services
with 70 units of all types of equipment, including
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Customer Preference—Our Best Reference
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The dependable carrier serving the East and Midwest.



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Circle No. 19 on Card, Facing Page 51

Index of 1959 General Advertisers

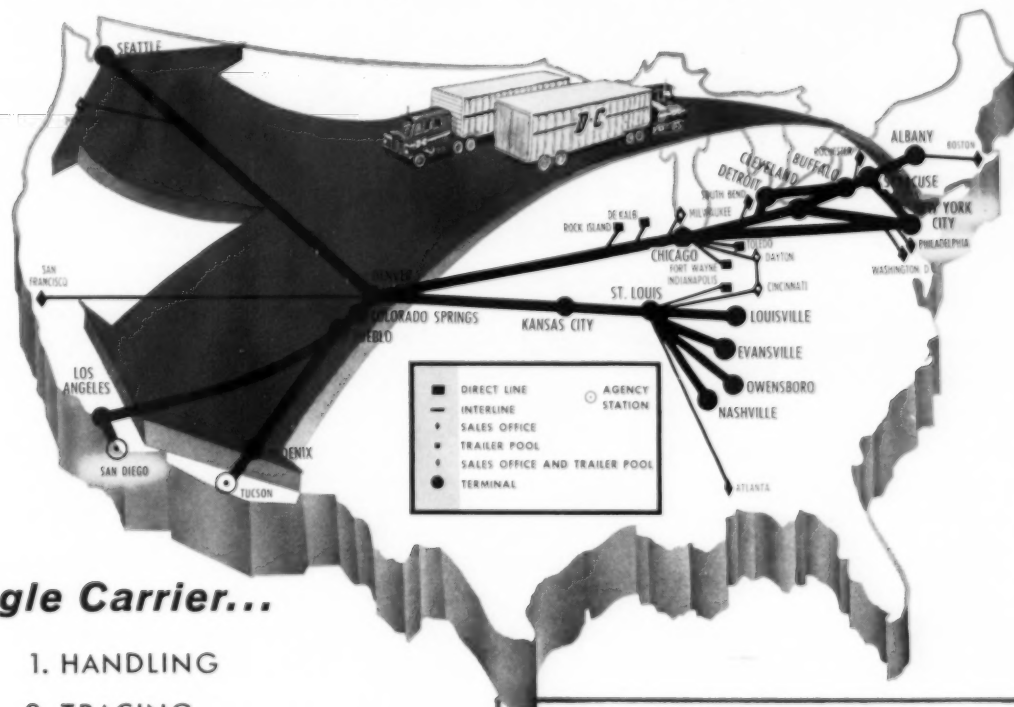
A		L	
Allis-Chalmers, Engine, Material Handling Div.	24	Lamson Mobilift Corp.	36
American District Telegraph Co.	81	Lansing Company	
American Metal Products Co.		Lehigh Warehouse & Transportation Co.	
Storage Rack Div.		Lewis-Shepard Products, Inc.	6-7
American Pulley Co., Materials Handling Div.	80	Lift Trucks, Inc.	
American Trucking Associations Inc.		Link-Belt Company	
American Warehousemen's Assn., Mdse. Div.		M	
Atlas Van-Lines, Inc.	83	Magline Inc.	
Automatic Transportation Co.		Magnesium Co. of America	
	Back Cover	Materials Handling Division	
B		McLean Trucking Company	82
Baltimore & Ohio Railroad		Moto-Truc Co., The	Second Cover
Barrett-Cravens Company		N	
Bond Foundry & Machine Co.	82	National Van Lines Inc.	39
Burlington Lines		Navan Products, Inc.	
C		New York Central Railroad	19
C & D Batteries, Inc.		Nickel Plate Road	80
Chesapeake and Ohio Railway	34	North American Car Corp.	
Chicago Express	114	Northern Pacific Railway	28-29
Chicago & North Western Railway	4-5	Norwalk Truck Lines, Inc.	
Chicago, Rock Island & Pacific Railway Co.	37	Nutting Truck & Caster Co.	27
Clark Equipment Co., Ind. Truck Div.	17	P	
Colson Corporation, The		Pacific Intermountain Express	32 & 78
Continental Airlines	73	Palmer-Shile Company	20
Cooke Warehouse Corp., J. Leo		Pan American World Airways	1
Crooks Term. Warehouses		Port of Long Beach	114
Cushman Motors	79	R	
D		Revolator Company	
Delta Air Lines		Ringsby Truck Lines, Inc.	24
DeLuxe Metal Furniture Co.		S	
Dempster Bros., Inc.		San Francisco Warehouse Co.	
Denver Chicago Trucking Co., Inc.		Santa Fe Railway	
	Third Cover	Seaboard Air Line Railroad	71
Dodge Div., Chrysler Corp.		Signode Steel Strapping Co.	
E		SI Handling Systems, Inc.	
Eastern Express, Inc.		Southern Pacific Co.	10-11
Equipment Mfg., Inc.	26	Spector Freight System, Inc.	31-32
Exide Industrial Div.—The Electric Storage Battery Co.		Stokvis Edera & Co., Inc.	
F		T	
Federal Barge Lines, Inc.		Toledo, Peoria & Western Railroad Co.	
Firestone Industrial Products Co.	30	Towmotor Corporation	
Frisco Railway		Trans World Airlines	40
Fruehauf Trailer Co.	8-9	U	
G		Union Pacific Railroad	21
Global Van Lines, Inc.	81	United Air Lines	12
Goodrich, B. F., Tire Co., Div. of B. F. Goodrich Co.	25	W	
Goodyear Industrial Products Div.		Watson Company, H. S.	78
Gordons Transports, Inc.	23	Y	
Great Northern Railway Co.	38	Yale & Towne Mfg. Co. Yale Mats. Hdlg. Div.	
Greyhound Package Express	18	Youngstown Steel Car Co.	77
H			
Hyster Company	2		
I			
Illinois Central Railroad	75		

For Warehouse Advertisers Index See Page 86

Specify

D'C THE ONLY DIRECT COAST-TO-COAST CARRIER!

*...one carrier responsibility ALL THE WAY
with **NON-STOP, 2-MAN SLEEPER CABS***



Single Carrier...

1. HANDLING
2. TRACING
3. INSURANCE
4. SAFETY
5. DELIVERY INFORMATION

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Chicago, Illinois....LA. 3-7440	New York, New York..LO. 4-3320
Cleveland, Ohio....SH. 9-1666	(N. Bergen, N. J.)...UN. 3-0900
Colo. Springs, Colo....ME. 2-1486	Owensboro, Kentucky MU. 3-5363
Denver, Colorado....DU. 8-4567	Phoenix, Arizona....AL. 8-5321
Detroit, Michigan....VI. 3-9505	Pueblo, Colorado....LI. 3-4425
Evansville, Indiana....HA. 3-6487	St. Louis, Missouri...CH. 1-7830
Kansas City, Mo....HU. 3-9343	Seattle, Washington..MA. 4-3850
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	*With Trailer Pool		**Trailer Pool Only

AUTOMATIC



Power on grades—the Dynamotive can start and stop with full load on 28% ramp.

To Serve Your Changing Needs

THE DYNAMOTIVE OFFERS MAXIMUM ON-THE-JOB FLEXIBILITY AT LOWEST COST!

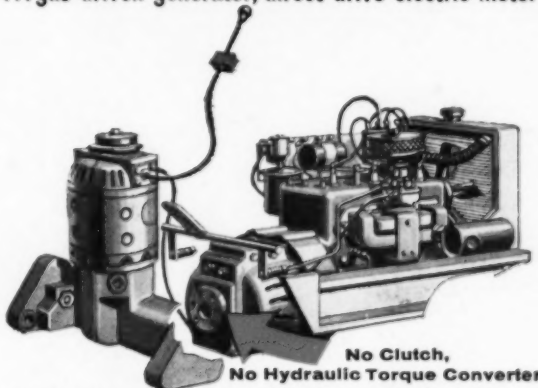
The Dynamotive gives you power *plus*! Power you can use on the job—in the plant or out in the yard. The secret is in the synchronized power package. The gas engine and variable-voltage generator are precisely matched to supply *instant* power to the electric-drive motor.

There is no clutch, no hydraulic torque converter. Slippage and power loss resulting in heat build-up are eliminated. Stresses on the engine are greatly reduced. Yet there is more than three times higher torque output at the wheels than with conventional torque converters.

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The Dynamotive is remarkably flexible, amazingly economical to operate! There's less maintenance, less down time, due to the simplicity of its power plant. It is the answer to your constantly changing materials handling problems. Available with cushion tires in 4,000 to 10,000 lb. capacities; with pneumatic tires in 4,000 to 6,000 lb. capacities. *Convenient lease or purchase plans.* Send coupon for detailed booklet.

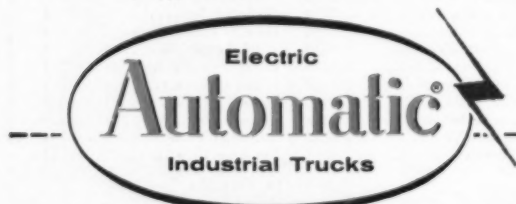
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